You are either at the table or you're on the menu!

- ***It's a long game, not a quick fix.***

  Supply chain shifts & supplier diversification must balance urgency with sustainability.

- **Canada's Economic Expansion and independence**

  While economic growth presents opportunities, its advantages are not universally shared.

- **AI** is not the latest flashy tech it's a newest and fasted growing industry in the world.

It’s a long game, not a quick fix.

CDN .73

USD ↓ Exports ↓ Imports ↓ Retail ↑ Wholesale ↑

Oil ↓

May CPI: 1.7% YOY

- Tariffs
- Carbon Tax
- Buy Canadian (Not US)

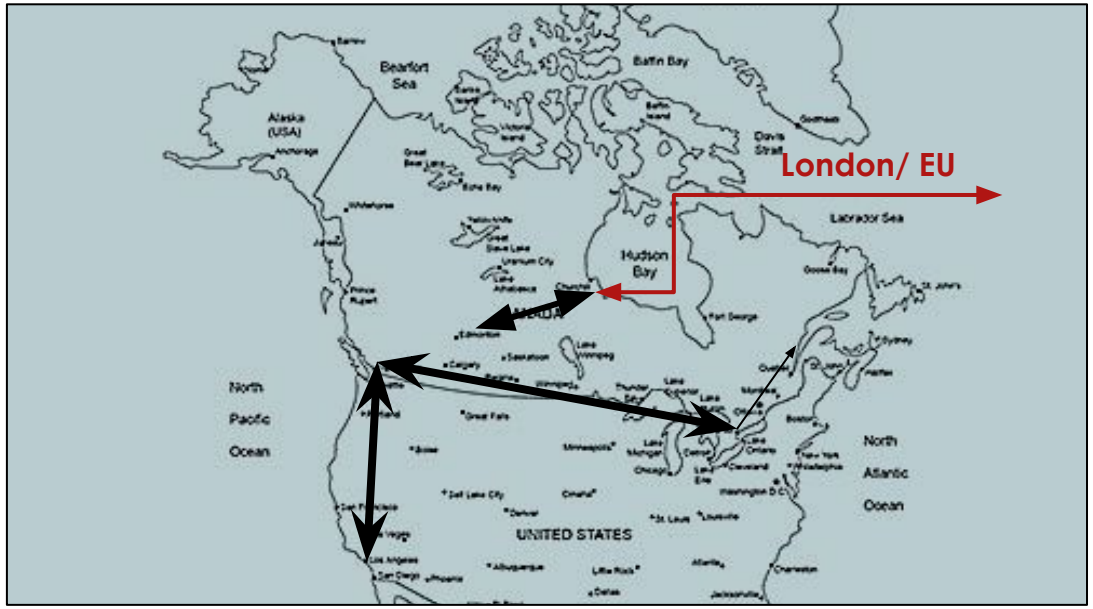
Supply chain shifts or supplier diversification must balance urgency with sustainability.

Geographic Reality

From	Toronto	Miles	KM
Vancouver	Seatle	143	230
Vancouver	Portland	317	510
Vancouver	Los Angeles	1,278	2,056
Vancouver	Toronto	2,731	4,394
Vancouver	Montreal	3,054	4,914
Calgary	Chicago	1,628	2,250
Calgary	Los Angeles	1,569	2,526
Calgary	Toronto	2,123	3,416
Winnipeg	Chicago	864	1,391
Winnipeg	Toronto	1,300	2,200

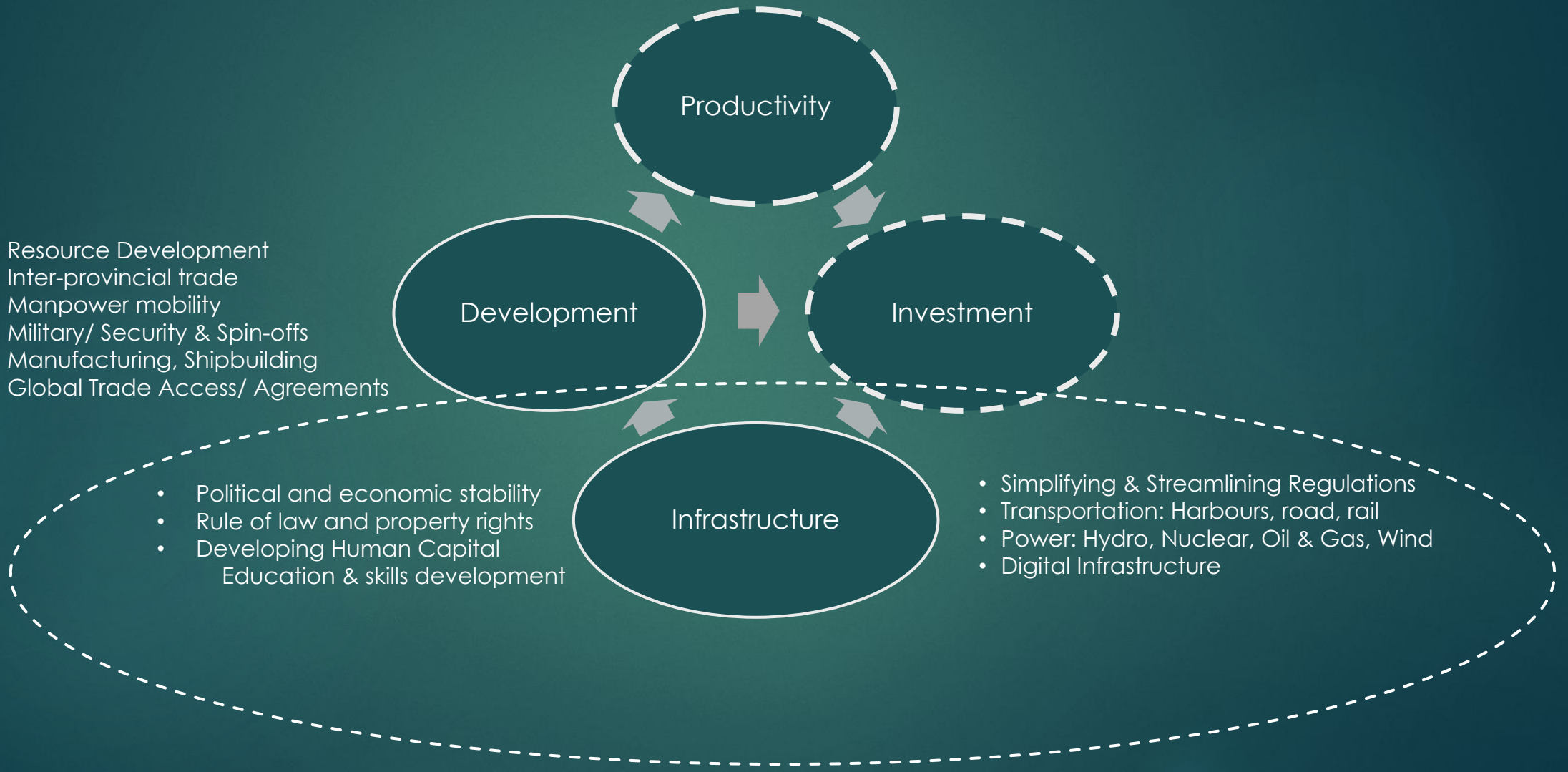
- **Edmonton to Churchill: 1,655 KM**
- **Churchill to UK/ EU: 5,447 KM**
  (14 days by sea)

Population of US West Coast states: 78.6 million with a GDP of US 7 trillion dollars. (Canada 2.2 trillion)



Hudson Bay is navigable 7 months a year.
Port of Churchill deep-sea berths capable of handling Panamax-size vessels for the loading and unloading of grain, bulk commodities, general cargo, and tankers

Canada's Economic Expansion and Independence



One Canadian Economy Act June 20, 2025, Canada's Bill C-5

(with Liberal & Conservative support) 

- **Fast-tracking major projects:** The bill gives the federal cabinet new powers to designate certain infrastructure projects—like pipelines, ports, and clean energy developments—as being in the "national interest," allowing them to bypass some regulatory hurdles and environmental assessments.

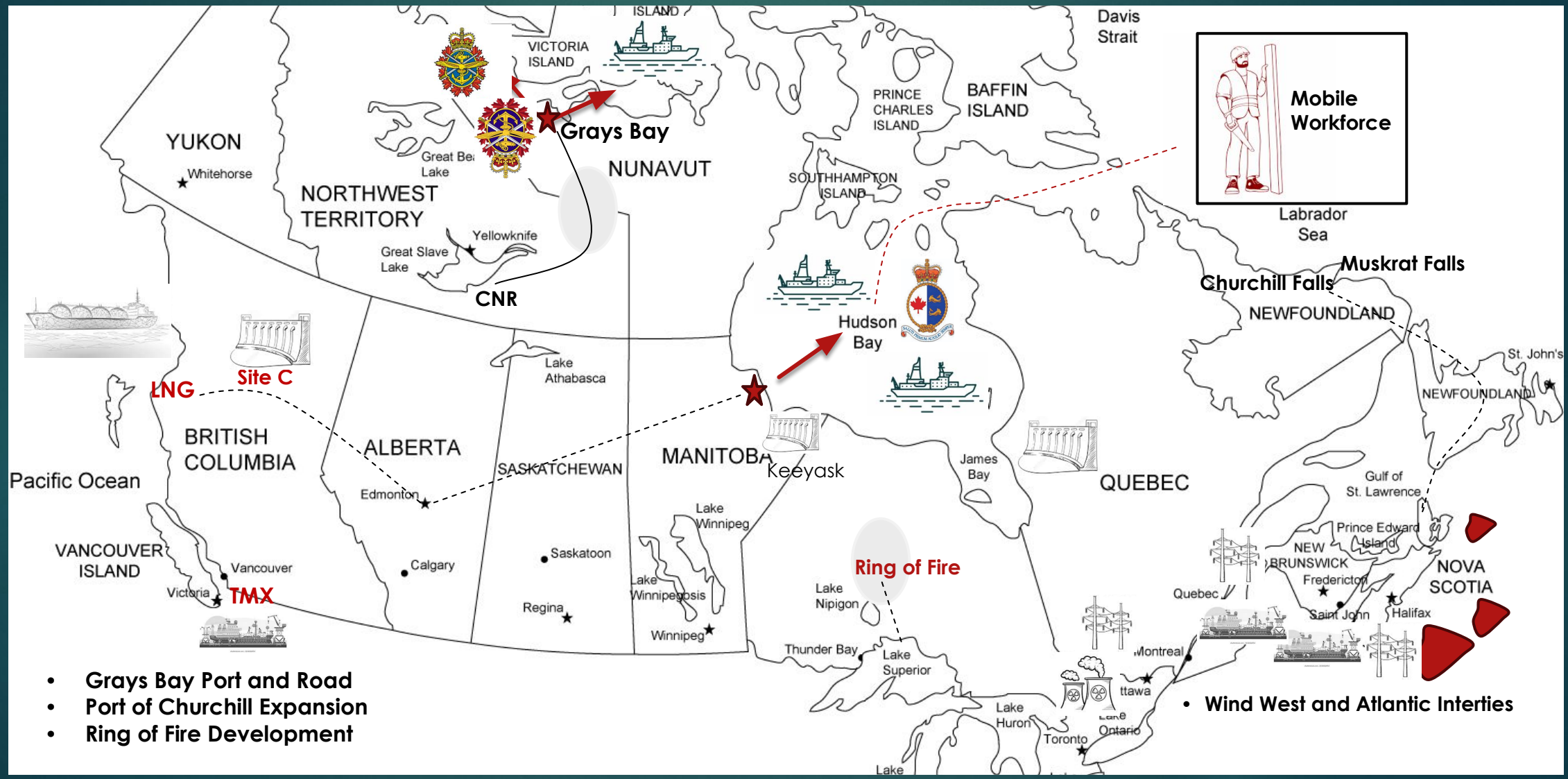
- **Internal trade reform:** It removes duplicative federal standards and recognizes provincial certifications for workers and goods. This means businesses and workers only need to meet their home province's requirements to operate across Canada.

- **Economic and strategic goals:** Projects will be selected based on five criteria: economic benefit, likelihood of success, Indigenous interests, clean growth, and national resilience.

- **Indigenous consultation:** It includes commitments to Indigenous advisory councils and full-day summits with First Nations, Inuit, and Métis leaders.

Major Infrastructure, Military Procurement

Five criteria: economic benefit, likelihood of success, Indigenous interests, clean growth, and national resilience.



- **Grays Bay Port and Road**
- **Port of Churchill Expansion**
- **Ring of Fire Development**
- **Wind West and Atlantic Interties**

MILITARY, COAST GUARD, SECURITY

Industrial and Technological Benefits (ITB) Policy

Canada's **Industrial and Technological Benefits (ITB) Policy** is a key part of how the government ensures that major defence and Coast Guard procurements generate economic value for the country.

- **Core Requirement**: Companies awarded defence or Coast Guard contracts must undertake business activities in Canada equal to the value of the contract they've won.
- **Thresholds**: The policy applies to procurements over $100 million, or those where the national security exception is invoked. Contracts between $20–100 million are reviewed for possible inclusion.
- **Value Proposition**: Bidders must submit a detailed economic plan—called a Value Proposition—that outlines how their project will benefit Canada. This is scored alongside technical and cost elements in the bid evaluation.

How to get involved:

https://ised-isde.canada.ca/site/industrial-technological-benefits/en/how-get-involved

Selling to is very different from selling in the private sector. The focus is often on compliance, risk mitigation, and long-term value rather than speed or innovation.

Complex Procurement Processes: Procurement is highly regulated and often involves lengthy, formal bidding procedures. Understanding the rules is essential.

Intense Competition: You're often up against large, established firms or consortiums with deep experience in government contracts.

Compliance and Documentation: From security clearances to financial audits, the paperwork can be overwhelming. Missing a single requirement can disqualify your bid.

Slow Payment Cycles: Government agencies are notorious for delayed payments, which can strain cash flow—especially for smaller
businesses.

- **Research what military equipment projects are coming up**, to see if they relate to your area of expertise
  - Canadabuys.gc.ca
  - Defence Capabilities Blueprint
- **Learn about the defence companies**
  - There is a list of current contractors on the ITB website. There is also information on canadabuys.gc.ca about the companies interested in future projects.
  - Figure out which defence companies would be interested in your product, service or area of research. Many let you register with them online.
- **Prepare your marketing strategy**
  - Make sure your technical certifications are up to date (i.e. controlled goods, cyber, ISO9000, etc.).
  - Calculate your Canadian Content Value
  - Be patient. It can take years to build relationships with bigger companies.
- **Reach out to government officials** who can help you make a connection
  - Regional Development Agencies (RDA)
  - Trade Commissioners

You are either at the table or you're on the menu!

AI is not the latest flashy tech it’s a newest and fasted growing industry in the world.

Canada has the brains and the power.

"My answer, by the way, is think Canada, right? Nice people, full of hydroelectric power." CEO of Google

Brains

Canada has roughly 10% of the world's leading AI researchers—a remarkable share by any measure. Many of them are connected to the world's first national AI strategy, anchored by three renowned institutes: Amii in Edmonton, Mila in Montreal, and the Vector Institute in Toronto. Each of these centers is linked to a legendary Canadian AI pioneers—Rich Sutton, Yoshua Bengio, and Geoffrey Hinton.

Power

Infrastructure is the backbone of this transformative new technology empowering researchers and industries to thrive. AI infrastructure refers to data centers, servers, high-speed networking and electric power … lots and lots of power.

Data centers, which host AI models, are estimated to use between 1 to 2% of the world's electricity. Data centers could consume twice as much energy by 2030.

Power

AI, particularly large language models, consume a significant amount of electricity.

The International Energy Agency (IEA) anticipates that data centers could consume **twice as much energy by 2030.**

- A single query on ChatGPT can consume several watts of electricity, and the models require vast amounts of computing power and storage.
- Training a large language model like GPT-3, for example, is estimated to use just under 1,300 megawatt hours (MWh) of electricity; about as much power as consumed annually by 130 homes. That means you'd have to watch **1,625,000 hours of Netflix** to consume the same amount of power it takes to train a new GPT-3.

Economic value

Artificial intelligence research is filled with dramatic forecasts. AI will **affect almost 40%** of jobs around the world, according to the International Monetary Fund. It will increase **global GDP by $7 trillion — or 7% — over 10 years**, predicts Goldman Sachs. Or it will grow between **$17.1 and $25.6 trillion annually**, if you prefer to go with McKinsey's estimate. And these projections are **relatively conservative compared with others.**

At the global average level of adoption and absorption used in a simulation by McKinsey, AI could potentially deliver additional global economic activity of around **$13 trillion by 2030** – some 16% higher cumulative GDP compared with today. This amounts to 1.2% additional annual GDP growth.

By 2030

- 70% of companies will have adopted at least one AI-driven solution
- The AI **hardware** market will grow to $150 billion by 2030
- The AI-driven **automation** market is expected to reach $600 billion by 2030
- AI in **healthcare** will exceed $200 billion in market value by 2030
- AI in **fintech** is predicted to reach $150 billion
- The AI-powered **chatbot** market will grow to $15 billion by 2030
- AI-driven **marketing and advertising** will exceed $100 billion by 2030
- AI in the **automotive** sector will be valued at $400 billion by 2030
- AI in **supply chain and logistics** will be worth $70 billion by 2030

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