



**ASCENT OF AUTONOMOUS FLYING** **GCC2017**  
Technological, Regulatory and Economic Developments of  
Germany's and Canada's Unmanned Aerial Infrastructure

MONTRÉAL

BERLIN

McCARTHY  
TÉTRAULT

EMBASSY of CANADA  
to GERMANY

24 NOVEMBER 2017





## AN INNOVATIVE PLATFORM FOR TRANSATLANTIC COOPERATION

The German Canadian Concourse has a track record of bringing together thought leaders and decision-makers on up-to-date innovative topics with a relevance to Canada and Germany.

The GCC is a conference series in the spirit of the declaration by the German Federal Ministry for Economic Affairs and Energy and Canada's National Research Council (NRC) on strengthening German-Canadian cooperation on innovative projects. The GCC is an established format to foster the process of connecting German and Canadian initiatives. With German-Canadian exchange expected to be boosted by the Comprehensive Economic and Trade Agreement (CETA), which entered into force provisionally in September 2017, the GCC aims to expand its platform for showcasing successful examples of cooperation and for launching further collaboration between the two countries.

2017 marks the sixth instalment of the unique Transatlantic Symposium which realizes the German-Canadian exchange in real-time; it is the first appearance of the German Canadian Concourse in Montréal for a conference on the Ascent of Autonomous Flying right at Canada's major aerospace center.

Welcome to GCC 2017.





## WELCOME TO THE GERMAN CANADIAN CONCOURSE 2017

### GREETINGS FROM THE CANADA MEETS GERMANY NETWORK



**Dr. Matthias Mück**

President, Canada Meets Germany Network e. V.  
Chairman of the German Canadian Concourse

It is my great pleasure to welcome you on behalf of Canada Meets Germany Network to the sixth German Canadian Concourse (GCC) at the two conference locations in Montréal and Berlin.

We are looking back on a very successful year for the Concourse program striving to advance the German-Canadian cooperation on innovative topics. The GCC has received growing attention from the private sector and governmental organizations since our last gathering at GCC 2016, benefitting from an excellent positive political and societal climate connecting our two countries. The signing of a bilateral declaration of intent last year between the German Federal Ministry for Economic Affairs and Energy (BMWi) and Canada's National Research Council (NRC) to stimulate and fund innovation-driven collaborations among German and Canadian SMEs, and the Comprehensive Economic and Trade Agreement (CETA) entering into force provisionally in September 2017, have fostered the openness for transatlantic collaboration on forward-looking technologies.

We are very pleased to see an equally strong commitment for the development of German-Canadian initiatives among the provinces and Bundesländer as on federal level. Aviaspace Bremen, commissioned by the Ministry of Economic Affairs of the Federal State of Bremen to represent a major aerospace center in Northern Germany, has become a constant GCC partner.

The region of Montréal, home to a leading Canadian aerospace hub, has been the preferred location for our steering committee to host the German Canadian Concourse on an aviation-related topic. With tremendous

support from the Ministère de l'Économie, de la Science et de l'Innovation Québec it was possible to reach out to the relevant associations, industry key players and academic institutions to implement this GCC in Montréal.

Furthermore, we are very happy to have established new partnerships with the State of Bavaria Québec Office and the German Consulate General in Montréal.

The GCC has a long-standing experience in identifying evolving thematic trends with transatlantic relevance and in gathering thought leaders from both countries to forward innovative discussions. The development of an Unmanned Aerial Infrastructure for various commercial applications is a very timely topic and poses technical but also conceptional challenges on both sides of the Atlantic. The 2017 Concourse investigates strategies for Unmanned Aerial Systems (UAS) and the related potential for cooperation between Canada and Germany.

During the first session of today's conference, we will contrast visions with regulations: Airbus Aerial and Humanitas Solutions will showcase visionary – as well as very specific – concepts for future services based on autonomously flying vehicles; these concepts will be put into a regulatory context by our panelists from the German and Canadian ministries of transportation and Canada's air traffic control corporation. The Berlin-based incubator, DroneMasters, will shed light on the start-up ecosystem for drone-related businesses while Unmanned Systems will give insight into the Canadian UAS landscape.

The GCC has a track record of matching partners seeking for opportunities to expand their business activities across the Atlantic. As a conference platform in a unique format, the GCC manages to put the conference themes into a wider perspective and therefore to attract not only the "usual suspects" amongst the experts.

In this spirit, a second session will specifically address the potential for cooperation between Canada and Germany to develop UAS. Benefitting from Canada's vast landmass, test ranges like the Centre d'Excellence sur les Drones offer the infrastructure to partners for testing UAS concepts. New German rules, requiring a special permit to operate drones above a certain weight limit, become of interest for Fresh Air Educators to offer the adequate training. Enfotec, operating drones on their vessels as means to obtain additional situational awareness in Artic ice fields, will discuss with German UAV manufacturer Hanseatic Aviation Solutions.

I invite you to join our discussion on success stories, to share visions and to meet people across the Atlantic.





## GREETINGS FROM THE CANADA'S AMBASSADOR TO GERMANY



**His Excellency Stéphane Dion**  
Ambassador of Canada to Germany  
and Special Envoy to the European Union and Europe

Dear members of the Canada Meets Germany Network,

It is my pleasure to be patron of the German Canadian Concourse 2017, which brings together a transatlantic network of professionals to discuss the subject of autonomous flying and its potential for partnerships in business and research.

For the sixth time, this conference is the result of a successful cooperation between the Canada Meets Germany Network and the Embassy of Canada.

Unmanned aerial vehicles bring new opportunities as well as regulatory demands in relation to technological, legal, social and economic aspects. Canada and Germany can learn from each other in this new field of business development and legislation.

I am very pleased to see the members of the Canada Meets Germany Network addressing this topic. This is an opportunity to share best practices and to increase transatlantic business, as well as research collaboration and cooperation, again bridging the Atlantic by holding this conference simultaneously in Montréal and Berlin.

I congratulate the Canada Meets Germany Network on their partnerships with public sector organizations in Germany and Canada. I also applaud the decision to partner with the private sector, since their contribution to collecting data and implementing technological solutions is essential.

We in the Embassy of Canada are particularly conscious of how cooperation like this underpins the broader success that the Canada-European Union Comprehensive Economic and Trade Agreement, otherwise known as CETA, will bring.

This agreement, which came into force provisionally this September, is a key part of our bilateral future. It will open new market opportunities for companies in both Canada and Germany while creating new jobs and contributing to economic growth. The CETA also secures enhanced cooperation on environmental issues, as well as on science, technology, research and innovation – subjects at the centre of today's discussion.

In the spirit of such free trade, in this case of ideas, I encourage you to continue to work on our bilateral partnerships. We have much to learn from one another.

I look forward to further collaboration in the pursuit of shared economic, research and social objectives, and wish you a successful conference.





## GREETINGS FROM GERMANY'S CONSUL GENERAL IN MONTRÉAL



**Dr. Markus Lang**

Consul General of the Federal Republic of Germany in  
Montréal  
(on behalf of GCC patron **H.E. Sabine Sparwasser**,  
Ambassador of Germany to Canada)

Dear Friends and Supporters of the German Canadian  
Concourse,

It is my pleasure to welcome you to the 6<sup>th</sup> German  
Canadian Concourse (GCC) at the two conference  
locations in Montréal and Berlin.

The Consulate General in Montréal is part of the Team  
Canada. Together with our colleagues at the German  
Embassy in Ottawa and at the Consulates General in  
Vancouver and Toronto, we strive to deepen the already  
close and cordial relations between Germany and  
Canada. The Consulate General in Montréal is  
responsible for fostering the economic and commercial  
relations, especially in the areas of transport,  
infrastructure and innovation. In doing so, we work  
closely together with the German-Canadian Chamber of  
Industry and Commerce and our Canadian partners.

The German Canadian Concourse has a track record of  
bringing together academic and industrial leaders and  
decision-makers on innovative topics with relevance to  
Canada and Germany. Since 2012 the conference series  
has focussed on topics like "Energy Efficiency in  
Transportation", "Going Transatlantic through Space",  
"Transatlantic Start-UpSurge", "How eHealthy are  
Canada and Germany?" and "Across the Data Pond -  
Analyzing a Sea of Ocean Data".

From 29 October to 2 November the 2017 ITS World  
Congress took place in Montréal. It is one of the premier  
events in the field of intelligent transportation and brings  
the intelligent transportation community together to  
collaborate and discuss integrated mobility innovations  
and transportation advances of the future. Hamburg will  
be the host city of the ITS World Congress 2021.

The topic of this year's edition of the German Canadian  
Concourse is the "Ascent of Autonomous Flying". In the  
area of greater Montréal, cutting-edge sectors like  
aerospace as well as transportation and logistics are well  
represented. Therefore, Montréal is the perfect location  
to discuss this innovative technology and the related  
legal and political perspectives.

I wish all participants a most fruitful exchange of views  
which may lead to new joint projects in the innovative  
field of autonomous flying.





## GREETINGS FROM BREMEN, THE HOME OF INNOVATION



**Senator Martin Günthner**  
Minister of Economic Affairs, Labour and Ports  
of the Federal State of Bremen

Dear Ladies and Gentlemen,

The German Canadian Concourse has become a new tradition to strengthen the dialogue and cooperation between Canada and Germany. I am especially pleased to see that exchanges and ties between Bremen and Canada are not only already strong, but ever growing. Partly responsible is the great economic potential and similarities on both sides, but also the support through international networks, most importantly the Canada Meets Germany Network.

Over the last years this German-Canadian exchange has gained increasing importance especially in the light of signing of the Comprehensive Economic and Trade Agreement (CETA) in 2016. This year CETA has entered the next level and is being provisionally implemented since September 21st. This will certainly help to foster economic exchange and international cooperation. Therefore, I am convinced that CETA will be a great foundation to boost economic activities between Canada and Germany as well as Bremen while simultaneously fostering high international social, labour and environmental standards.

With CETA at the horizon, the German Canadian Concourse is a more than timely networking platform picking up this potential by looking at economic opportunities for business applications. This year's topic is "Ascent of Autonomous Flying". Unmanned aerial vehicles and their applications are increasingly important and will have the impact to change future business activities fundamentally. Companies and institutions from Bremen have a long-standing expertise in research and application of this innovative technology. Again, the economic activities in the German Federal State of Bremen and the topic of the German Canadian Concourse complement each other perfectly. Therefore, I am more than happy to affirm Bremen's support and involvement in this excellent event.

I wish all the participants of the conference insightful and engaging discussions.

Kindest regards,





## GREETINGS FROM STATE OF BAVARIA QUÉBEC OFFICE



**Frédéric Arsenault**  
Manager Business Development and Technology  
State of Bavaria Quebec Office

Distinguished guests,

Dear friends and partners of Bavaria and Quebec,

This year we have the pleasure of welcoming the German Canadian Concourse in Montreal for the first time. It is a very exciting opportunity to highlight the exceptional collaboration existing between Bavaria and Québec, especially – but not exclusively – in the aerospace sector.

We are very proud of the bilateral cooperation between the Ludwig Bölkow Campus and CRIAQ as well as BavAIRia and AeroMontréal, who have been working together for many years and bringing together Bavarian, German, Quebec and Canadian specialists of those fields, enabling enriching discussions, which more often than not led to deeper cooperation agreements.

Bavaria is recognized as a leading European aerospace industry location as well as a leading European space and space application location. Bavarian industry, science and research as well as the availability of relevant basic and advanced technical training have made Bavaria a High-Tech hub of international repute. Some 38,000 engineers, technicians and commercial aviation industry specialists work in Bavaria and generate an annual turnover of ten billion euro.

Areas of specialization include the construction of military aircraft, flight propulsion systems, helicopters and the associated subsystems, components and parts as well as the provision of large components and systems for major civil aircraft manufacturers worldwide. The development and production of future technologies like unmanned aerial systems is already well established and characterized by its great economic potential.

Close collaboration between science and industry is the foundation for the emergence of innovative technologies, applications and services. One key to success is the range of available technological expertise in such fields as satellite navigation, satellite communication, earth observation, robotics, mechatronics, and space propulsion systems.

The Bavarian state government recognized, at an early stage, the importance of promoting space and space applications activities and will continue to encourage the development of companies, research institutions and universities active in this field in order to retain this reputation.

I am honored to represent Bavaria on this our occasion today, and wish all of you an instructive and pleasant day, hopefully leading to novel ideas, new contacts and unforeseen developments!





## EVENT PROGRAM

### FIELD TRIP – BERLIN

# RS.aero AIRBUS

RS.aero and Berlin-Brandenburg Aerospace Allianz  
 hosted at Airbus  
 Rahel-Hirsch-Straße 10, 10557 Berlin

	CET
<b>Meeting Point</b> Rahel-Hirsch-Straße 10, 10557 Berlin	10:15
<b>Presentation of</b> RS.aero and Berlin-Brandenburg Aerospace Allianz	10:30 – 12:30
<b>Transfer</b> to Canadian Embassy	12:30 – 13:00

### TRANSATLANTIC SYMPOSIUM

**mccarthy  
tétrault**

McCarthy Tétrault

1000 Gauchetière Street W., Montréal, QC H3B 0A2



Botschaft von Kanada

Embassy of Canada

Leipziger Platz 17, 10117 Berlin

EST		CET
8:00 – 8:30 am	<b>Admission</b> to the location	<b>Networking Lunch</b> at the Embassy of Canada 13:00 – 14:30
8:30 – 9:00 am	<b>OPENING</b>	
	<b>Welcome Remarks</b>	

**Jennifer May**, Deputy Ambassador of Canada to Germany [B]  
 on behalf of GCC patron **H.E. Stéphane Dion**, Ambassador of Canada to Germany

**Cornel Barth**, Deputy Consul General of Germany in Montréal [M]  
 on behalf of GCC patron **H.E. Sabine Sparwasser**, Ambassador of Germany to Canada

#### Opening Remarks

**Dr. Matthias Mück**, President and GCC Chairman, Canada Meets Germany Network [B]

[M] – from Montréal, [B] – from Berlin







EST		CET
9:00 – 10:30 am	<b>VISIONS MEET REGULATIONS: INTRODUCING UNMANNED SERVICES INTO THE AERIAL INFRASTRUCTURE</b>	15:00 – 16:30

**Key Note**

“UAS in Daily Operations – Amusing Dreams or Reality Soon?” [B]

**Tristan Serretta**, Chief Operating Officer, Airbus Aerial

**Presentations**

“Canadian UAS Industry” [M]

**Mark Aruja**, Chairman, Unmanned Systems Canada

**Panel Discussion**

Moderator / Co-Moderator:

**Alexander Thamm**, [www.alexander-thamm.de](http://www.alexander-thamm.de) [B]

**Christina Arend**, Treasurer, Canada Meets Germany Network [M]

Panelists:

**Ryan Coates**, Manager UAS Policy, Regulations and Stakeholder Engagement,  
 Transport Canada [M]

**Brian Guimond**, Manager Military Operations and Unmanned Aircraft, NAV CANADA [M]

**Raimund Kamp**, Deputy Head of Unit Aviation Safety, German Federal Ministry of  
 Transport and Digital Infrastructure [B]

**Tristan Serretta**, Chief Operating Officer, Airbus Aerial [B]

**Dr. Abdo Shabah**, CEO, Humanitas Solutions [M]

**Frank Wernecke**, Founder & CEO, DroneMasters [B]

10:30 – 11:00 am	<b>Coffee Break</b>	16:30 – 17:00
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11:00 am – 12:45 pm	<b>POTENTIAL FOR COOPERATION: UNMANNED AERIAL SYSTEMS IN CANADA AND GERMANY</b>	17:00 – 18:45
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**Presentations**

“Our sky has no limit!” [M]

**Michel Cordeau**, Business Development Coordinator, UAS Centre of Excellence

“Unlocking Low-Altitude Airspace for the Future of Aviation” [B]

**Dr.-Ing. Andreas Lamprecht**, Managing Director, AirMap Deutschland

“UAS-related Activities in the Mobile Robotics and Autonomous Systems Laboratory at  
 Polytechnique Montréal” [M]

**Prof. Dr. Jérôme Le Ny**, Associate Professor, Polytechnique Montréal

**Panel Discussion**

Moderator / Co-Moderator:

**Alexander Thamm** [B] / **Christina Arend** [M]

Panelists:

**Alexis Dorais**, Remote Sensing Analyst, Enfotec Technical Services Inc. [M]

**Kerry Moher**, Vice President Business Development, Fresh Air Educators, Inc. [M]

**Michael Schmidt**, Managing Partner / CEO, Hanseatic Aviation Solutions [B]

**Dr. Reiner Stemme**, Chairman / Founder / Owner, REINERSTEMME.AERO GmbH [B]

12:45 – 1:00 pm	<b>Wrap-up and Conclusions</b> <b>Jurriaan de Bruin</b> , GCC Steering Committee	18:45 – 19:00
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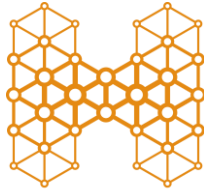
1:00 – 2:00 pm	<b>Networking Lunch</b> at McCarthy Tétrault	
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[M] – from Montréal, [B] – from Berlin





## FIELD TRIP – MONTRÉAL



### HUMANITAS

**Humaitas Solutions**  
 1095 Côtes du Beaver Hall Suite 200,  
 Montréal, QC H2Z 1S5

EST

2:00 –	<b>Transfer</b>
2:30 pm	to Field Trip location
2:30 –	<b>Visit of</b>
4:30 pm	<b>Humanitas Solutions</b>

## NETWORKING RECEPTION – BERLIN



Ministry of Economic Affairs,  
 Labour and Ports

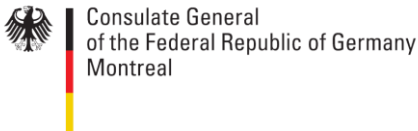


**Landesvertretung Bremen**  
 (Representation of the Federal State of Bremen)  
 Hiroshimastr. 24, 10785 Berlin

CET

<b>Transfer</b>	19:00
to Networking Reception location	– 19:30
<b>Networking at</b>	19:30
<b>Landesvertretung Bremen</b>	– 22:00

## NETWORKING RECEPTION – MONTRÉAL



**Aviso Conseil**  
 239 Notre-Dame W. Suite 403, Montréal, QC H2Y 1T4

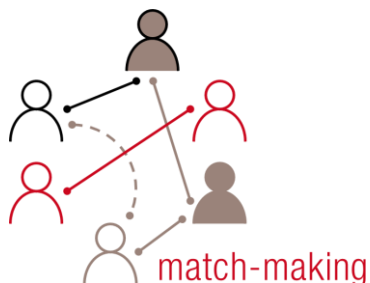
EST

4:30 –	<b>Transfer</b>
5:00 pm	to Networking Reception location
5:00 –	<b>Networking at</b>
7:00 pm	<b>Aviso Conseil</b>





## MATCH-MAKING AND NETWORKING TOOLS



### The German Canadian Concourse is about match-making and networking.

Bringing together German and Canadian thought leaders from relevant industries, academic institutions and the public sector during the day-long event creates a unique opportunity to generate transatlantic linkages between participants.

The German Canadian Concourse format, which traditionally uses a live video-link connecting the German and Canadian Concourse Hubs during the Transatlantic Symposium, now also offers a custom match-making service built into the conference itself. As part of this service, attendees at the GCC will have access to participant profiles generated during the registration (and presented in this brochure

under section “List of Participants”) to get in contact with people in the audience with matching interests.

## VIRTUAL NETWORKING CHATROOMS

The outreach to conversation partners at a Concourse Hub across the Atlantic is facilitated through two virtual chatrooms. At both symposium locations, two video booths are connected to the chatrooms. During networking lunches and coffee breaks, the GCC community is invited to experiment with the chatrooms and to engage in virtual transatlantic networking.



The chatrooms are implemented using the web-based **appear.in** platform. They can be accessed with a browser (or the appear.in smartphone app) by typing in the respective web address shown in the chatroom description below.

Get started and connect to a discussion with the other GCC Hub. Bring your smartphone to the coffee table and invite people to take part in an exciting new networking experience, brought to you by the German Canadian Concourse.

Chat room	General Networking	Ascent of Autonomous Flying
Web address	<a href="https://appear.in/GCCnetworking">https://appear.in/GCCnetworking</a>	<a href="https://appear.in/GCCdrones">https://appear.in/GCCdrones</a>
Description	<p>This chatroom is open for general transatlantic networking, not necessarily focussed on this year's GCC topic.</p> <p>Use this chatroom to meet counterparts interested in expanding German-Canadian cooperation.</p>	<p>This chatroom is open for an exchange on the GCC 2017 conference topic “Ascent of Autonomous Flying”.</p> <p>Use this chatroom to discuss your experiences in the field of unmanned aerial systems and meet potential partners for collaborations.</p>

## MATCH-MAKING FOLLOW-UP

Following the conference, participating organizations will be contacted to identify unmet or additional match-making needs to achieve transatlantic goals in connection with the conference topic.





## PROGRAM CONTRIBUTORS

### SPEAKERS AND PANELISTS

**Mark Aruja**  
 Chairman  
 Unmanned Systems Canada



Mark was recently re-elected for a second term as the Chairman of Unmanned Systems Canada (USC). USC is a national not-for-profit association which represents the unmanned systems community. Prior to this attempt at retirement, Mark served for 32 years in the Canadian Armed Forces and for 12 years with Thales. His military career as a maritime aviator concluded with senior command and staff appointments retiring at the rank of Colonel. His final appointment was the establishment of a Canadian Forces Experimentation Centre which included the first major experimentation by the Canadian military with UAVs in 2001. Mark joined USC upon its inception in 2003 as an industrialist enthused with the future of robotic systems.

**Ryan Coates**  
 Manager UAS Policy, Regulations and Stakeholder Engagement  
 Transport Canada



Transport  
 Canada    Transports  
 Canada



- Manager Policy, Regulations & Stakeholder Engagement, Transport Canada UAS Task Force
- Masters in Public Policy & Public Admin. from Concordia University
- Held several high profile policy, legislative & regulatory roles within Transport Canada's Civil Aviation and Marine Safety and Security programs.
- Leads the UAS work plan under the Regulatory Cooperation Council with the Federal Aviation Administration

**Michel Cordeau**  
 Business Development Coordinator  
 Unmanned Aerial System Centre of Excellence



Mr. Michel Cordeau started his career in aviation with the Royal Canadian Airforce in 1981 as a Meteorological Technician and Communication Specialist. He continued his career in early 1990 as an instructor pilot and commercial pilot and logged more 3,500 hours of flight and 8,000 hours as ground school instructor. He occupied the position of Chief-Instructor for numerous years and followed the natural path of a commercial pilot and join Air Inuit as Pilot followed by the position of Subject Matter Expert for the NATO Flying Training Canada program in Moose Jaw, Saskatchewan.

After leaving NFTC he was recruited as the Head Business Intelligence and Quality Assurance Manager for the Lockheed Martin ATO in Incheon, South Korea. Michel joined the Unmanned Aerial Systems Centre of Excellence on April 3rd as the Business Development Coordinator and Quebec UAS Cluster Director. Michel also holds an MBA from the University of Cumbria and has a Chartered Administrator in the province of Québec.





**Alexis Dorais**

Remote Sensing Analyst  
 Enfotec Technical Services Inc.



As a remote sensing analyst, Alexis supports marine operations in ice infested waters. Notably, he provides navigation assistance to the only fleet of vessels navigating in Polar Canadian waters year-round. He also delivers services for seasonal operations in the Arctic and the Antarctic for various sectors of the marine industry, including bulk shipping, oil and gas exploration, Arctic cruises as well as the coast guard. He is involved in the development of IceNav, the award winning shipboard navigation system. Noteworthy projects include overseeing the deployment of various unmanned aerial platforms, including multicopters, fixed wing UAVs, and balloons, from icebreaking ships in order to increase efficiency and safety when navigating in ice.

**Brian Guimond**

Manager Military Operations and Unmanned Aircraft  
 NAV CANADA



Brian Guimond joined NAV CANADA in 2006 as Manager, Military Operations, following a 35-year career in the Canadian Air Force. During his military career, he held air traffic control (ATC) positions in Canada and Germany, as well as numerous senior staff positions in ATC standards, NORAD air defence operations, procurement and project management. He is a graduate of Collège Militaire Royal de Saint Jean, the Canadian Forces Command and Staff College and the Canadian Forces Aerospace Systems Course. Brian is currently Manager, Military Operations and Unmanned Aircraft Systems (UAS), and is responsible for air traffic management coordination for domestic Military Operations, as well as the introduction of UAS standards for NAV CANADA air traffic service specialists. Brian is a member of the Transport Canada-sponsored UAV Systems Program Design Working Group that is responsible for UAV regulatory development, and is an advisor to the Civil Air Navigation Service Organization (CANSO) as an observer on the ICAO Remotely Piloted Aircraft Systems (RPAS) Panel.

**Raimund Kamp**

Deputy Head of Unit Aviation Safety  
 German Federal Ministry of Transport and Digital Infrastructure (BMVI)



Raimund Kamp, a trained lawyer, is working with the Federal Ministry of Transport and Digital Infrastructure since 2003. In this period, he was working in the department for maritime transportation and as a transport attaché to the United Arab Emirates. Since 2015, his main focus are German regulations in the field of operations, licensing, airworthiness and safety management. In this regard, he is also a frequent participant to European rulemaking activities. With regard to unmanned aviation, he was involved in the preparation of the new German regulations of unmanned air vehicles and chaired the German aviation authorities' forum on unmanned aviation.

**Dr.-Ing. Andreas Lamprecht**

Managing Director  
 AirMap Deutschland GmbH



Andreas Lamprecht studied Mechanical Engineering in Munich and conducted his PhD thesis in a partnership with Audi in Ingolstadt, on the problem of how to accurately display the remaining driving range of electric vehicles on a map. Since 2011, he focused on high-definition maps and real-time communication systems for connected autonomous vehicles, an activity which led to the acquisition of HERE by the German automakers Audi, BMW and HERE.

Since early 2017, Andreas Lamprecht joined the Airspace Management Startup AirMap as it's Managing Director of the German subsidiary AirMap Deutschland GmbH, as well as it's global Head of Technical Partnerships and Deputy CTO.

Andreas lives in Miesbach, in the southernmost part of Germany. He is married and has one daughter. His passion is technology and music – you could call him a guitar-geek.





**Prof. Dr. Jérôme Le Ny**  
 Associate Professor  
 Polytechnique Montréal



Jérôme Le Ny is an Associate Professor in the Department of Electrical Engineering at Polytechnique Montreal since May 2012, where he directs the Mobile Robotics and Autonomous Systems Laboratory. He is also a member of GERAD, a Montréal-based multi-university research center for decision science. He was previously a Postdoctoral Researcher with the GRASP Laboratory for robotics at the University of Pennsylvania. He graduated from the Ecole Polytechnique, France, in 2001, received an M.Sc. degree in Electrical Engineering from the University of Michigan, Ann Arbor, in 2003, and a Ph.D. degree in Aeronautics and Astronautics from the Massachusetts Institute of Technology, Cambridge, in 2008. His research interests include robust and stochastic control, intelligent sensing, and security and privacy for cyber-physical systems, with applications to mobile autonomous robotic networks and intelligent infrastructures.

**Kerry Moher**  
 V.P. Business Development  
 Fresh Air Educators Inc.



For the past fifteen years, Kerry Moher has been at the forefront of online education innovation in the outdoor recreation field. Kerry's leadership begins in recreational boating, where he is the original author of BOATERexam.com, a leading online course that has provided safety certifications to over 1 million boaters, and has worked closely with the National Association of State Boating Law Administrators (NASBLA) on national standards for online boating education. Building on that leadership, Kerry has worked to bring innovations from online boating education to other outdoor activities, such as hunting and ATV operation, establishing partnerships with dozens of state agencies to make online education available to their residents. Fresh Air Educators now provides 125 online courses through more than 50 government agencies. Most recently, Kerry has been working with experts in the field of Unmanned Aerial Vehicles (UAVs) to leverage online training as a key tool for providing safety and ethics training to the millions of new recreational drone users around the world.

**Michael Schmidt**  
 Managing Partner / CEO  
 Hanseatic Aviation Solutions GmbH



Michael Schmidt, degreed aerospace engineer, founder and managing partner of Hanseatic Aviation Solutions. He has been working for more than 20 years in the aviation industry through different management roles where he was responsible for the development of diverse types of aircraft systems. In 2013 he started the company's business with consulting for processes in design, manufacturing and maintenance organizations in aviation. But the focus was from the beginning the development and manufacturing of fixed-wing drones and to provide proven solutions for various applications. In the recent years, his team and he developed the use of fixed-wing UAVs in a wide variety of applications such as mineral exploration, terrain mapping, search & rescue and security & surveillance.

**Tristan Serretta**  
 Chief Operating Officer Airbus Aerial  
 Airbus



Tristan is a former French Air Force Captain and Instructor (served for 18 years), he participated in several military operations and is a veteran from Bosnia, Rwanda, Kosovo and Afghanistan, recording 5,000 flight hours. He was awarded two valor crosses, the French Legion d'Honneur, and the French "Médaille de l'Aéronautique" he was chief of air operations before retiring. Graduate from the IAE Aix en Provence business school with an MBA in Change & Innovation, Tristan joined Airbus Helicopters in 2009, he was managing Eurocopter Kazakhstan Engineering between 2013 and 2015 and Airbus Helicopters Training Services between 2015 and 2017. Tristan has recently joined Airbus Defence & Space as Chief Operating Officer of Aerial – Airbus commercial UAS organization – after having led Skyways UAS last mile delivery project from 2016 to 2017.



**Dr. Abdo Shabah**  
CEO  
Humanitas Solutions



An experienced emergency physician, innovator and public-health specialist, Dr. Abdo Shabah founded HUMANITAS in 2013 to empower teamwork anytime, anywhere, even in the most critical environments, through the most advanced distributed mobile and autonomous systems technologies. HUMANITAS R/D projects focus on advanced collaborative robotics (swarming), telecommunication (Ad hoc networks), advanced visualization (AR/VR), and AI totalizing 8.5M\$, and are supported by many industrial partners (Dassault Systems, CAE, Presagis, Synopsys, Bell Helicopter-Textron, European Space Agency, and Elissen Ass) and academic partners (Ecole Polytechnique de Montreal, McGill, HEC, Carleton).

He has participated in many emergency critical missions, conducts research in information technology in disaster settings and continues to serve in the International Emergency Response Unit with the Canadian Red Cross.

Dr. Shabah holds an MBA from McGill University, as well as an MSc in Healthcare Administration and an MD from the University of Montreal Medical. He also has a Certificate in Humanitarian Studies, Crisis/Emergency/Disaster Management from the Harvard School of Public Health.

**Dr. Reiner Stemme**  
Chairman, Founder and Owner  
REINERSTEMME.AERO GmbH – RS.aero



As Founder and CEO of STEMME AG, he drove the development of a 23m high-performance sailplane with an innovative propulsion system, resulting in almost 250 deliveries worldwide. Subsequently responsible for the development of remote sensing systems in cooperation with DLR as well as the first manned/unmanned (OPV) airborne surveillance system (PATROLLER) in cooperation with SAGEM (France). Currently, he is the Founder and the 49% Owner of REINER STEMME Utility Air Systems GmbH whose focus is on developing airborne intelligence, surveillance and reconnaissance (ISR) platforms for a premium customer, the Qatar Armed Forces. First flight of model Q01 successfully completed in November 2015.

**Frank Wernecke**  
Founder, CEO  
DroneMasters GmbH



Frank Wernecke is founder and CEO of DroneMasters GmbH. With DRONEMASTERS Meet-Ups, he has created one of the largest networks consisting of experts from business, science and public sectors, who are actively shaping the development and the use of drones, beyond traditional industrial and sectoral boundaries. He strongly believes in sports as a driver for technological development. He organized the first major indoor drone race in Germany with around 100,000 visitors at CeBIT and invented the world's only Dronathon, a drone marathon for industrial drones. He hosted the first conferences on drones in logistics (DRONEMASTERS Logistics 2016) and on air taxis and manned drones at IAA 2017 (DRONEMASTERS Mobility).

His main concern is the acceleration of change. For more than 20 years he has been working at the crossroads of digitization, sustainability and communications. At the age of 26, he founded his first company. Today, he also runs the businesses laf.li, a digital agency and jkccampaign, a Berlin based campaigning company. He is the founder of the bettermap foundation, a non-profit foundation to localize Points of Social Impact, member of the research group Ethical-Ecological Rating at the Goethe University Frankfurt am Main, partner of the steering committee of TEDxBerlin and founding partner of the entrepreneur network katapult: NOW.

He lives in Berlin, is married to a lawyer, father of three children and loves to run marathon.





## MODERATOR

### Alexander Thamm



Alexander is moderator and facilitator by passion. He is dedicated to issues of international dialogue, business and civil society. He moderates panels, conferences and workshops, in Germany and internationally. For ARD Alpha he is presenter of a five series long TV show on the past and future of industrialisation. Other clients are for example Munich RE, BMW Foundation Herbert Quandt and the Federal Agency for Civic Education (BpB). An overview of his latest moderations you can find at [www.alexander-thamm.de/moderation](http://www.alexander-thamm.de/moderation).

In his previous career, Alex worked in leading management positions for major foundations (Körber Foundation, German Marshall Fund, Bertelsmann Foundation and others) and within a broad range of civil society and public institutions. Alexander studied political science in Bath, Bonn, Grenoble and Munich. His special interests include international dialogue, civil society, and the issues of equality, diversity, poverty and integration. His home is in Berlin and Kreuth (Bavaria), but having lived in several countries he would call himself a global citizen.

Please get in touch for more information at [www.alexander-thamm.de](http://www.alexander-thamm.de).

## CO-MODERATOR

### Christina Arend

Board Member  
 Canada Meets Germany Network



Christina is a board and founding member (treasurer) of the Canada Meets Germany Network (CMG-NET) and has as such been part of the GCC development from day one.

In her current career as Project Manager Strategic Investments/Start-up Initiatives at Investitionsbank des Landes Brandenburg (ILB) in Potsdam, Christina is active in supporting start-ups in the German region of Berlin-Brandenburg.

Former positions were in marketing, sales and PR in the publishing and advertising sector. Christina studied business administration in Frankfurt am Main, Berlin and London. Now back in her home town Berlin, she is also a volunteer for different organizations such as Junior Chamber International Marketing Club Berlin as well as the Canada Meets Germany Network. Her passion lies in international exchange, travel, music and dance.

## PROGRAMMATIC ADVISOR

### Jurriaan de Bruin

Steering Committee Member  
 German Canadian Concourse



Jurriaan de Bruin is business/aerospace consultant (MSc/MBA) for Telespazio VEGA Deutschland, with broad experience in space science and technology programs and a passion for business, innovation, and technology. Fields of interest are aerospace, mobility, renewable energy, and life sciences. Jurriaan studied the markets for health informatics (e-health) and unmanned aerial vehicles/systems (drones/UAVs/UASs) and served as programmatic adviser to the 2015 and 2017 editions of the German Canadian Concourse on these two topics.







**Dr. Gerd Hoor**  
Board Member  
Canada Meets Germany Network



Gerd Hoor has been involved in the German Canadian Concourse since the conference series was established. He is a board member of Canada Meets Germany Network e. V. and a member of Deutsch-Kanadische Gesellschaft e. V. In his professional life as a lawyer in an international firm, Gerd advises companies inter alia from Canada in cross-border transactions.

**Vera Kühn**  
Steering Committee Member  
German Canadian Concourse



Vera Kühn is working as patent attorney in the field of biotechnology and medical devices. Her background in marine biology as well as private bonds to the Canadian Maritimes are the base for her interest in transatlantic topics. Vera volunteers with the German Canadian Concourse and the Deutsche Kanadische Gesellschaft.

**Hannes Weiland**  
Steering Committee Member  
German Canadian Concourse



Hannes is CEO of Pedilay Care GmbH, a podiatric medical startup based out of Munich, Germany, as well as Co-Owner of CANEU Trade Consulting Ltd, a corporation on the ground in Canada and Germany, which is helping build successful transatlantic business. His previous positions included Director of Strategy for CarbonCure Technologies Ltd, a cleantech startup based out of Halifax, Nova Scotia, and Sector Strategist for Nova Scotia Business Inc, the province's economic development agency.

He holds an MBA from Dalhousie University, a Bachelor of Business Administration and a Bachelor of Arts in Political Science from Acadia University. Hannes is a passionate volunteer in transatlantic matters, next to the German Canadian Concourse also volunteering on the Board of Directors for the German Canadian Association (Deutsch-Kanadische Gesellschaft e.V.). In his spare time he pursues long distance sports.





## LIST OF PARTICIPANTS

Name	Position — Company / Organization	Offering	Seeking
Roberto Acosta-Schultze [B]	Commercial Manager RME — Siemens AG	+ System/Application Development + Business Development + Finance + International Collaboration	+ System/Application Development + Business Development + Finance + International Collaboration
Saad Ahmad [B]	Research — Humboldt University Berlin	+ System/Application Development + Research/Academia + Entrepreneurship	+ UAV/Payload Technology + UAV Operations + Remote Sensing/Surveying/Surveillance/Monitoring + International Collaboration
Thomas Andersen [B]	Owner — Andersen Marketing KG	+ Other: Matchmaking + Business Development + Entrepreneurship + Other: Marketing	+ System/Application Development + Finance
Goetz Anspach von Broecker [B]	Key Account Manager Research & technology Germany and ESA Programs — Airbus Defence & Space	+ UAV/Payload Technology + System/Application Development + Air Traffic Management + Technology Transfer + Research/Academia + International Collaboration	+ UAV/Payload Technology + Other: Business Partners, SME and Star-Ups + Research/Academia + Entrepreneurship
Christina Arend [M]	Project Manager — Investitionsbank des Landes Brandenburg (ILB)	+ Other: Finance + Entrepreneurship + International Collaboration	+ Other: All industries + Entrepreneurship + International Collaboration
Robin Arens [B]	Trainee — Bernstein Group	+ Other: Consulting + Policy/Legal + International Collaboration	+ UAV/Payload Technology + System/Application Development + Cargo Transport/Logistics + Research/Academia + Policy/Legal + Entrepreneurship
Frederic Arsenault [M]	Manager Business Development & Technology — State of Bavaria Quebec Office	+ Other: UAV Contacts in Bavaria + Business Development + Research/Academia + International Collaboration	+ UAV/Payload Technology + System/Application Development + Remote Sensing/Surveying/Surveillance/Monitoring + Business Development + Research/Academia + International Collaboration
Mark Aruja [M]	Chairman — Unmanned Systems Canada	+ Other: Cdn industry advocacy + Business Development + Policy/Legal + International Collaboration	+ Other: Int'l partnerships + Business Development + Other: Business networking
Dr. Daniel Bandow [B]	CEO — DBS Systems Engineering GmbH	+ Emergency and Security Services/Disaster Management + Technology Transfer + Business Development + Entrepreneurship	+ Emergency and Security Services/Disaster Management + Finance
Patrick Barrette [M]	International Affairs Advisor — Ministère de l'Économie, de la Science et de l'Innovation	+ Other: Government + International Collaboration	+ Other: Government + International Collaboration





**ASCENT OF AUTONOMOUS FLYING GCC2017**  
 Technological, Regulatory and Economic Developments of  
 Germany's and Canada's Unmanned Aerial Infrastructure

GERMAN CANADIAN CONCOURSE <sup>6</sup>

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Montréal – Berlin / 24 November 2017

Harald Bartke [B]	CEO, CVO — COREFIA	+ UAV/Payload Technology + UAV Operations + Business Development + Finance + Entrepreneurship	+ Emergency and Security Services/Disaster Management + Technology Transfer + Business Development + International Collaboration
Christophe Bédard [M]	Student — Polytechnique Montréal	+ UAV/Payload Technology + Research/Academia	+ UAV/Payload Technology + Research/Academia
Dr. Hamza Benzerrouk [M]	Postdoc — Polytechnique de Montréal	+ Other: Integrated navigation systems development for UAV + Research/Academia + International Collaboration	+ Air Traffic Management + Remote Sensing/Surveying/Surveillance/ Monitoring + Emergency and Security Services/Disaster Management + International Collaboration
Anne Berlandi [M]	Consultant — Starburst	+ Other: Consulting & acceleration + Entrepreneurship	+ UAV/Payload Technology + Air Traffic Management + Remote Sensing/Surveying/Surveillance/ Monitoring + Technology Transfer + Business Development + Entrepreneurship
Maximilian Bornefeld-Ettmann [B]	Entrepreneur — Bornefeld-Ettmann & Partner	+ Emergency and Security Services/Disaster Management + Business Development + Research/Academia + International Collaboration	+ UAV Operations + Cargo Transport/Logistics + Remote Sensing/Surveying/Surveillance/ Monitoring + Research/Academia + Entrepreneurship + International Collaboration
Alexandre Borowczyk [M]	President — DAC Drone	+ UAV/Payload Technology + System/Application Development + UAV Operations + Research/Academia + Entrepreneurship + International Collaboration	+ UAV/Payload Technology + Air Traffic Management + Remote Sensing/Surveying/Surveillance/ Monitoring + Technology Transfer + Business Development + Finance
Pascale Bourbonnais [M]	Ice Analyst — Enfotec	+ Cargo Transport/Logistics + Business Development + International Collaboration	+ UAV/Payload Technology + UAV Operations + Remote Sensing/Surveying/Surveillance/ Monitoring + Business Development + Research/Academia + International Collaboration
Nicolas Brieger [B]	Senior Systems Engineer — Germandrones GmbH	+ UAV/Payload Technology + Emergency and Security Services/Disaster Management + Technology Transfer	+ Emergency and Security Services/Disaster Management + Business Development
Tyler Brodie [B]	Vehicle Dynamics Engineer — Bombardier Transportation GmbH	+ Other: whatever train expertise affords me! + Technology Transfer + Research/Academia + International Collaboration	+ UAV/Payload Technology + System/Application Development + Air Traffic Management + Technology Transfer + Policy/Legal + Entrepreneurship
Cherina Bula-Lafont [M]	Avionics Engineer & UAV project lead — SII Canada	+ System/Application Development + Technology Transfer + Entrepreneurship + International Collaboration	+ System/Application Development + UAV Operations + Business Development + Finance





Esther Caouette [M]	Internship & Employment Coordination — École Polytechnique de Montréal	+ Other: International Internship Program + Business Development + International Collaboration + Other: for our Engineering Students	+ Other: International Internship Programs + Other: International Internships Programs
Dr. Barbara Cembella [B]	COO — Aviaspace Bremen	+ Other: xx + Business Development + Entrepreneurship + International Collaboration	+ Other: xx + Finance + Entrepreneurship + International Collaboration
Lyse Champagne [M]	Manager EOADP — Canadian Space Agency	+ Other: potential funding initiatives + Other: potential funding initiatives	+ System/Application Development + Entrepreneurship + International Collaboration
Kai Chan [M]	SVP - Legal & Finance — Ormucó	+ System/Application Development + Finance + Research/Academia	+ System/Application Development + Business Development + Finance
Pascal Chiva-Bernard [M]	CEO — ARA Robotique	+ UAV/Payload Technology + System/Application Development + Other: Technology provider + Business Development + Entrepreneurship + International Collaboration	+ Other: UAV Manufacturers + Business Development + Policy/Legal + International Collaboration
Nora Circosta [B]	Fundraising Director — Change.org e.V.	+ Other: Civic engagement + International Collaboration + Other: Online campaigning and fundraising	+ Other: NGOs + International Collaboration + Other: Digital transformation
Ryan Coates [M]	Manager UAS Policy, Regulations and Stakeholder Engagement — Transport Canada	+ Other: Policy and Regulatory + Policy/Legal + International Collaboration	+ UAV Operations + Air Traffic Management + Research/Academia + Policy/Legal + International Collaboration
Francois Cordeau [M]	Vice President Transportation & Manufacturing — National Research Council Canada	+ Air Traffic Management + Cargo Transport/Logistics + Other: Aero and Automotive + Business Development + Research/Academia + International Collaboration	+ Air Traffic Management + Cargo Transport/Logistics + Other: Aero and Automotive + Business Development + Research/Academia + International Collaboration
Michel Cordeau [M]	Business Development Coordinator — Unmanned Aerial System Centre of Excellence	+ Other: UAV Test Site + International Collaboration	+ UAV/Payload Technology + UAV Operations + Remote Sensing/Surveying/Surveillance/Monitoring + Business Development + Entrepreneurship
Damien Crevat [M]	MBA student - M.Eng — Humanitas Solutions	+ UAV/Payload Technology + System/Application Development + Remote Sensing/Surveying/Surveillance/Monitoring + Technology Transfer + Business Development + Entrepreneurship	+ UAV/Payload Technology + System/Application Development + Remote Sensing/Surveying/Surveillance/Monitoring + Technology Transfer + Business Development + Entrepreneurship
Jurriaan De Bruin [B]	Business/Aerospace Consultant (MBA/MSc) — Telespazio VEGA Deutschland GmbH	+ Other: Business/aerospace consultancy + Business Development	+ System/Application Development + Air Traffic Management + Remote Sensing/Surveying/Surveillance/Monitoring + Technology Transfer + Entrepreneurship + International Collaboration





Antoine Dominique [B]	Lawyer — JurisAntoine	+ Other: Legal + Business Development + Policy/Legal + International Collaboration	+ System/Application Development + Air Traffic Management + Cargo Transport/Logistics + Business Development + Policy/Legal + International Collaboration
Alexis Dorais [M]	Remote Sensing Analyst — Enfotec	+ Cargo Transport/Logistics + Remote Sensing/Surveying/Surveillance/ Monitoring + Other: Sea ice navigation support + Technology Transfer + Research/Academia + International Collaboration	+ UAV/Payload Technology + UAV Operations + Remote Sensing/Surveying/Surveillance/ Monitoring + Research/Academia + International Collaboration
Rainer G.P. Dumpff [B]	CEO — GADOS GmbH	+ Air Traffic Management + Business Development + International Collaboration	+ System/Application Development + Cargo Transport/Logistics + Business Development + International Collaboration
Robert Dupel [M]	Member — Fraishair Educators / Kalkomey	+ Emergency and Security Services/Disaster Management + Business Development + Entrepreneurship	+ UAV Operations + Emergency and Security Services/Disaster Management + Business Development + Policy/Legal + Entrepreneurship
Maxime Dupuis [M]	Product Line Manager — Thales Canada	+ UAV/Payload Technology + System/Application Development + Business Development	+ UAV/Payload Technology + System/Application Development + UAV Operations + Technology Transfer + Research/Academia + Policy/Legal
Dr. Xiaoxing Fang [M]	Post-Doc — École de Technologie Supérieure	+ UAV/Payload Technology + System/Application Development + Research/Academia	+ UAV/Payload Technology + System/Application Development + Finance
Jens Fischer [B]	Owner — J. Fischer Consulting	+ Other: Consulting + Entrepreneurship	+ System/Application Development + Entrepreneurship
Dr. Frank Fuchs [B]	CEO — Frank Fuchs Consulting	+ UAV Operations + Other: Legal / Strategy / International + Research/Academia + Policy/Legal + International Collaboration	+ UAV Operations + Emergency and Security Services/Disaster Management + Business Development + Policy/Legal + International Collaboration
Alexandra Geiser [B]	Leiterin Strategie und Marketing — Friedrichshain- Kreuzberger Unternehmerverein	+ Other: General information about this field + Business Development + Entrepreneurship	+ Other: General information about this field + Business Development + Entrepreneurship
Jeffrey Gerakis [B]	Senior Engineer — Rolls-Royce Deutschland	+ Air Traffic Management + International Collaboration	+ UAV Operations + Air Traffic Management + Remote Sensing/Surveying/Surveillance/ Monitoring + Business Development + Policy/Legal + International Collaboration
Olivier Gougeon [M]	M.Sc.A. Student — Polytechnique Montréal	+ Other: UAV Control Laws + Research/Academia	+ UAV/Payload Technology + Entrepreneurship + International Collaboration
Christina Große-Möller [B]	Project Manager WiNDroVe — ZAL Zentrum für Angewandte Luffahrtforschung GmbH	+ Other: Network/Cluster/Ecosystem + Technology Transfer + Research/Academia + Other: Network/Cluster/Ecosystem	+ UAV Operations + Air Traffic Management + Cargo Transport/Logistics + Business Development + Finance + International Collaboration





Brian Guimond [M]	Manager, Military Operations & UAS — NAV CANADA	+ Air Traffic Management + International Collaboration	+ System/Application Development + International Collaboration
Dr. Juliane Haupt [B]	Project Manager Innovation AeroSpace — Berlin Partner for Business and Technology GmbH	+ Other: Networking in the AeroSpace domain + Technology Transfer + Business Development + International Collaboration	+ Other: interested Companies/Institutions + Technology Transfer
Scott Hendry [M]	Manager - Business Development — Airbus Defence and Space Canada	+ UAV/Payload Technology + UAV Operations + Air Traffic Management + Business Development	+ UAV/Payload Technology + Research/Academia + International Collaboration
Yvonne Hoeke [B]	Consultant — J. Fischer Consulting	+ Other: Consulting + Entrepreneurship	+ System/Application Development + Entrepreneurship
Maria Hoffmann [B]	Project Manager — Brandenburg Economic Development Corporation	+ Cargo Transport/Logistics + Technology Transfer + Research/Academia + International Collaboration	+ UAV/Payload Technology + Cargo Transport/Logistics + Remote Sensing/Surveying/Surveillance/Monitoring + Technology Transfer + Research/Academia + Entrepreneurship
Eric Holdrinet [M]	Industrial Technology Advisor — NRC	+ UAV/Payload Technology + System/Application Development + Remote Sensing/Surveying/Surveillance/Monitoring + International Collaboration	+ UAV/Payload Technology + System/Application Development + Remote Sensing/Surveying/Surveillance/Monitoring + International Collaboration
Dr. Gerd Hoor [B]	Lawyer / Partner — Osborne Clarke	+ Other: Legal + Policy/Legal	+ Other: Regulatory + Policy/Legal
Patrick Huot [M]	Senior STI Officer — Global Affairs Canada	+ Other: Networking opportunities + Other: Business Intelligence	+ Other: Networking opportunities + Other: Business Intelligence
Andreas Jandl [B]	freelance — Translator	+ Other: Cultural industries + International Collaboration	+ Other: Cultural industries + Research/Academia + International Collaboration
Marc Jochemich [B]	Regional Manager — German Aerospace Center (DLR)	+ UAV/Payload Technology + Remote Sensing/Surveying/Surveillance/Monitoring + Emergency and Security Services/Disaster Management + Research/Academia + International Collaboration	+ Other: applications + Research/Academia + International Collaboration
Su.-Ma. Kaba [B]		+ System/Application Development + International Collaboration	+ System/Application Development + Emergency and Security Services/Disaster Management + Business Development + Research/Academia + International Collaboration
Raimund Kamp [B]	Deputy Director — German Federal Ministry of Transport and Digital Infrastructure	+ Other: does not match my function as a regulator + Policy/Legal + International Collaboration	+ Other: does not match + Policy/Legal + International Collaboration





Dr. Caroline King [B]	Senior Director, Government Relations — SAP SE	+ System/Application Development + Policy/Legal	+ Air Traffic Management + Cargo Transport/Logistics + Business Development + Entrepreneurship + International Collaboration
Agnes Kolodziej [B]	Political Officer — Embassy of Canada	+ Other: Government relations + International Collaboration + Other: gov relations, policy analysis	+ Other: Government relations, policy analysis + International Collaboration + Other: gov relations, policy analysis
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Vera Kühn [B]	Patent Attorney/Partner — Patent Attorney	+ Other: IP + Technology Transfer + Policy/Legal	+ UAV/Payload Technology + System/Application Development + Technology Transfer + Policy/Legal
Maxime Kuitche [M]	STUDENT — LARCASE-ETS	+ UAV/Payload Technology + System/Application Development + UAV Operations + Technology Transfer + Research/Academia + International Collaboration	+ UAV/Payload Technology + System/Application Development + UAV Operations + Technology Transfer + Research/Academia + International Collaboration
Andreas Künne [B]	General Manager — Künne Industriervertretungen	+ Other: Technology + Technology Transfer	+ Air Traffic Management + Research/Academia
Pierre-Yves Lajoie [M]	Technical Director — Élikos	+ UAV/Payload Technology + Research/Academia	+ UAV/Payload Technology + Research/Academia
Prof. Aouni Lakis [M]	Professor — Ecole Polytechnique Montreal	+ Cargo Transport/Logistics + Remote Sensing/Surveying/Surveillance/ Monitoring + Technology Transfer + Research/Academia + International Collaboration	+ Air Traffic Management + Remote Sensing/Surveying/Surveillance/ Monitoring + Research/Academia + Policy/Legal
Andreas Lamprecht [B]	Managing Director — AirMap Deutschland GmbH	+ System/Application Development + Air Traffic Management + Other: Airspace Maps and other UTM services + Technology Transfer + Business Development + International Collaboration	+ UAV Operations + Cargo Transport/Logistics + Emergency and Security Services/Disaster Management + Technology Transfer + Business Development + International Collaboration
Catherine Landry [M]	Student — École Polytechnique de Montréal	+ Other: Aerospace engineering student + Other: Aerospace engineering student	+ Other: Any aerospace related industry + Business Development + Policy/Legal + International Collaboration
Charlotte Laramée [M]	Project Manager — Aéro Montréal	+ Other: We are an association + Business Development + International Collaboration	+ UAV/Payload Technology + UAV Operations + Remote Sensing/Surveying/Surveillance/ Monitoring + International Collaboration





Etienne Lareau [M]	Business development strategy — Humanitas	+ System/Application Development + Remote Sensing/Surveying/Surveillance/Monitoring + Emergency and Security Services/Disaster Management + Technology Transfer + Business Development + Entrepreneurship	+ Other: UAV partners + Business Development + Policy/Legal + International Collaboration
Costin Laurentiu [M]	Strategy & Operations Consulting — Scotiabank	+ Other: interest in aerospace, finance + Finance + Research/Academia + Policy/Legal	+ UAV Operations + Air Traffic Management + Cargo Transport/Logistics + Other: interest in aerospace
Prof Dr. Jerome Le Ny [M]	Associate Professor — Polytechnique Montreal	+ System/Application Development + Remote Sensing/Surveying/Surveillance/Monitoring + Other: Research facilities/equipment + Research/Academia	+ UAV/Payload Technology + Research/Academia + Entrepreneurship + International Collaboration
Selina Lee-Andersen [M]	Partner — McCarthy Tétrault LLP	+ Other: Legal + Policy/Legal	+ UAV Operations + Business Development
Jean-Pierre Lessard [M]	Partner — Aviseo Conseil	+ Other: Strategy + Business Development + Finance + Policy/Legal	+ UAV Operations + Cargo Transport/Logistics + Business Development + Finance + International Collaboration
Dr. Wissem Maazoun [M]	Business development specialist — École Polytechnique de Montréal / Mitacs	+ System/Application Development + Air Traffic Management + Cargo Transport/Logistics + Technology Transfer + Business Development + Research/Academia	+ System/Application Development + Air Traffic Management + Cargo Transport/Logistics + Technology Transfer + Research/Academia + International Collaboration
Christopher MacLean [B]	Counsellor, Commercial — Canadian Embassy	+ Other: Company support + Business Development + Policy/Legal + International Collaboration	+ Air Traffic Management + Emergency and Security Services/Disaster Management + Other: industry trends + Business Development + Entrepreneurship + International Collaboration
Edmund Maestele [B]	CEO — spiceCon Management GmbH	+ UAV/Payload Technology + System/Application Development + Remote Sensing/Surveying/Surveillance/Monitoring + Business Development	+ UAV/Payload Technology + System/Application Development + Remote Sensing/Surveying/Surveillance/Monitoring + Finance + International Collaboration
Dr. Walter Mattauch [B]	Scientific Advisor — DLR Program Management Agency	+ System/Application Development + Other: Research funding + Technology Transfer + Research/Academia + International Collaboration	+ System/Application Development + Remote Sensing/Surveying/Surveillance/Monitoring + Emergency and Security Services/Disaster Management + International Collaboration
Mark McLaughlin [B]	Counsellor Public Affairs — Embassy of Canada	+ UAV/Payload Technology + System/Application Development + Technology Transfer + Business Development + Other: Government	+ UAV/Payload Technology + System/Application Development + Technology Transfer + Business Development + Other: Government







Jan Helge Mey [B]	Senior Associate   Lawyer — CMS Germany	+ UAV Operations + Air Traffic Management + Policy/Legal	+ UAV Operations + Air Traffic Management + Cargo Transport/Logistics + Business Development + Policy/Legal + Entrepreneurship
Kerry Moher [M]	V.P. Business Development — Fresh Air Educators Inc.	+ Other: UAV Education and Safety Training + Business Development + International Collaboration	+ Other: Partners seeking to educate + train UAV operators + Business Development + International Collaboration
Dr. Matthias Mück [B]	President and Chairman GCC — Canada Meets Germany Network e. V.	+ System/Application Development + Other: Aerospace + Business Development + International Collaboration	+ UAV/Payload Technology + System/Application Development + Remote Sensing/Surveying/Surveillance/Monitoring + Policy/Legal + Entrepreneurship + International Collaboration
Andre Nguyen [M]	Student — Polytechnique Montreal	+ UAV/Payload Technology + System/Application Development + Research/Academia	+ UAV/Payload Technology + System/Application Development + Technology Transfer + Business Development + Research/Academia
Oliver Nissen [B]	Lawyer — Arnecke Sibeth Rechtsanwälte	+ Cargo Transport/Logistics + Policy/Legal	+ Cargo Transport/Logistics + Business Development
Dr. Daniel Novak [B]	Business Developer — Airbus	+ System/Application Development + UAV Operations + Remote Sensing/Surveying/Surveillance/Monitoring + Business Development + International Collaboration	+ UAV/Payload Technology + Cargo Transport/Logistics + Remote Sensing/Surveying/Surveillance/Monitoring + Business Development + Research/Academia + International Collaboration
Alan Parslow [M]	CEO — Deep Vision Inc.	+ UAV/Payload Technology + System/Application Development + Research/Academia + International Collaboration	+ UAV/Payload Technology + System/Application Development + Emergency and Security Services/Disaster Management + International Collaboration
Olivier Pellerin [M]	Director — SQI + DETEO	+ System/Application Development + Cargo Transport/Logistics + Business Development + Entrepreneurship + International Collaboration	+ UAV/Payload Technology + System/Application Development + Technology Transfer + Business Development + International Collaboration
Clothilde Petitjean [B]	Project Manager — CARIC-CRIAQ	+ Other: Collaboration support/Funding + Other: Collaboration support/Funding	+ UAV/Payload Technology + System/Application Development + Remote Sensing/Surveying/Surveillance/Monitoring + International Collaboration
Ghislain Robichaud [B]	Counsellor, Science and Technology — Embassy of Canada	+ Other: SME Partnerships + Entrepreneurship + International Collaboration	+ Other: SME Partnerships + Entrepreneurship + International Collaboration
Peter Rosenthal [M]	ITA — NRC-IRAP	+ System/Application Development + Business Development + Finance + International Collaboration	+ System/Application Development + UAV Operations + Emergency and Security Services/Disaster Management + Business Development





Birgit Ruderer [B]	Economic Affairs Attaché — Vertretung der Regierung von Québec	+ Other: contacts to Québec industry + Technology Transfer + Business Development + International Collaboration	+ Cargo Transport/Logistics + Other: business with interest in Québec + Technology Transfer + Business Development + International Collaboration
Alexandre Santos [M]	Managing Director — SII Canada	+ System/Application Development + Technology Transfer + International Collaboration	+ System/Application Development + UAV Operations + Business Development + Finance + International Collaboration
David Saussie [M]	Assistant Professor — Polytechnique Montreal	+ UAV/Payload Technology + Research/Academia	+ System/Application Development + Entrepreneurship
Dr. Christian Scherhag [B]	Head of International Affairs — Hamburg Aviation	+ Emergency and Security Services/Disaster Management + Policy/Legal + International Collaboration	+ UAV Operations + Air Traffic Management + Cargo Transport/Logistics + Business Development + Policy/Legal + International Collaboration
Christoph Schewe [M]	Managing Director — International Federation of Air Line Pilots' Associations - IFALPA	+ UAV Operations + International Collaboration	+ UAV Operations + Air Traffic Management + Remote Sensing/Surveying/Surveillance/Monitoring + Policy/Legal + International Collaboration
Michael Schmidt [B]	CEO — Hanseatic Aviation Solutions GmbH	+ UAV/Payload Technology + Technology Transfer	+ UAV Operations + Remote Sensing/Surveying/Surveillance/Monitoring + Emergency and Security Services/Disaster Management + Finance + Policy/Legal + International Collaboration
Daniel Scuka [B]	Sr. Editor — EJR-Quartz for the European Space Agency - ESA/ESOC	+ Other: Communication & PR + Other: Communication & PR	+ Other: Industry knowledge + Other: Industry knowledge
Tristan Serretta [B]	COO AERIAL — AIRBUS DEFENCE AND SPACE	+ UAV/Payload Technology + Air Traffic Management + Remote Sensing/Surveying/Surveillance/Monitoring + International Collaboration	+ System/Application Development + UAV Operations + International Collaboration
Dr. Abdo Shabah [M]	CEO — Humantias Solutions	+ System/Application Development + Remote Sensing/Surveying/Surveillance/Monitoring + Emergency and Security Services/Disaster Management + Research/Academia + Entrepreneurship + International Collaboration	+ UAV Operations + Remote Sensing/Surveying/Surveillance/Monitoring + Emergency and Security Services/Disaster Management + Business Development + Policy/Legal + International Collaboration
Prof. Inna Sharf [M]	Professor — McGill University	+ Other: expertise in UAV autonomy + Technology Transfer + Research/Academia	+ Other: research collaborations + Research/Academia + Entrepreneurship + International Collaboration





**ASCENT OF AUTONOMOUS FLYING GCC2017**  
 Technological, Regulatory and Economic Developments of  
 Germany's and Canada's Unmanned Aerial Infrastructure

GERMAN CANADIAN CONCOURSE **6**

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Montréal – Berlin / 24 November 2017

Prof Dr. Adam Skorek [M]	Professeur — Université du Québec à Trois-Rivières	+ System/Application Development + Cargo Transport/Logistics + Remote Sensing/Surveying/Surveillance/ Monitoring + Technology Transfer + Research/Academia + International Collaboration	+ UAV/Payload Technology + System/Application Development + Cargo Transport/Logistics + Technology Transfer + Research/Academia + International Collaboration
Peter Sonnenhol [B]	stv. Referatsleiter — Auswärtiges Amt	+ Other: International Collaboration + International Collaboration	+ Other: International Collaboration + International Collaboration
Angela Spreng [B]	Commercial Officer — Ontario International / Consulate of Canada	+ Other: Assistance in international collaboration + International Collaboration	+ Other: Contacts interested in Ontario + Other: Contacts interested in Germany-Ontario collab.
Jakob Stamm [B]	Student — Student	+ System/Application Development + Research/Academia + Entrepreneurship	+ UAV/Payload Technology + System/Application Development + Remote Sensing/Surveying/Surveillance/ Monitoring + Research/Academia + Entrepreneurship
Dr. Reiner Stemme [B]	CEO — REINERSTEMME.aero GMBH	+ UAV/Payload Technology + System/Application Development + Remote Sensing/Surveying/Surveillance/ Monitoring + Technology Transfer	+ UAV/Payload Technology + System/Application Development + Remote Sensing/Surveying/Surveillance/ Monitoring + Finance + International Collaboration
Jeannie Stewart-Smith [M]	Policy Advisor — Transport Canada	+ Other: Government - regulator + Policy/Legal	+ Other: All + Policy/Legal
Udo M. Streng [B]	CEO — IMW e.V.	+ Air Traffic Management + Cargo Transport/Logistics + Business Development + Entrepreneurship + International Collaboration	+ Air Traffic Management + Cargo Transport/Logistics + Business Development + Entrepreneurship + International Collaboration
Oliver Stuchel [B]	Manager Defence & Security — German Aerospace Industries Association	+ UAV/Payload Technology + Remote Sensing/Surveying/Surveillance/ Monitoring + Business Development + Policy/Legal + International Collaboration	+ Air Traffic Management + International Collaboration
Eva Terriault [M]	Student — Polytechnique Montréal	+ UAV/Payload Technology + System/Application Development + Research/Academia + Entrepreneurship	+ UAV/Payload Technology + System/Application Development + Business Development + Research/Academia + Entrepreneurship
Alexander Thamm [B]	Moderator & Facilitator — www.alexander-thamm.de	+ Other: Moderation + Other: Moderation	+ Other: Challenges + Other: Public events
Guenter Thauer [B]	CEO — t-bs	+ System/Application Development + Remote Sensing/Surveying/Surveillance/ Monitoring + Other: AI + Technology Transfer + Business Development + Entrepreneurship	+ System/Application Development + Technology Transfer + Entrepreneurship + International Collaboration





**ASCENT OF AUTONOMOUS FLYING GCC2017**  
 Technological, Regulatory and Economic Developments of  
 Germany's and Canada's Unmanned Aerial Infrastructure

GERMAN**CANADIAN**CONCOURSE <sup>6</sup>

Conference Brochure

Montréal – Berlin / 24 November 2017

Prof Dr. Andreas Timmermann [B]	Member of the Board — Berlin-Brandenburg Aerospace Allianz e.V.	+ UAV/Payload Technology + Other: Aerospace Network + Technology Transfer + Business Development + Other: Aerospace Network	+ UAV/Payload Technology + Technology Transfer + Finance + Research/Academia
Prof Dr. Thomas Tolxdorff [B]	Managing Director of the Institute of Medical Informatics — Charité - Universitätsmedizin Berlin	+ System/Application Development + Research/Academia	+ System/Application Development + International Collaboration
Paul v. Streit [B]	Regional Group Berlin- Brandenburg — Deutsch-Kanadische Gesellschaft e.V.	+ Other: nothing + International Collaboration	+ Emergency and Security Services/Disaster Management + Entrepreneurship + International Collaboration
Udo Voigtländer [B]	Mng. Dir. — VentureScout	+ Other: Financial + Entrepreneurship + International Collaboration	+ Air Traffic Management + Entrepreneurship + International Collaboration
Wolfram Wäsche [B]	Sales — Künne Industrievertretungen	+ Other: Technology + Technology Transfer	+ Air Traffic Management + International Collaboration
Hannes Weiland [M]	Owner — CANEU Trade Consulting Ltd	+ Other: Consulting + Business Development	+ Other: na + Business Development
Frank Wernecke [B]	Founder & CEO — DroneMasters GmbH	+ System/Application Development + Cargo Transport/Logistics + Remote Sensing/Surveying/Surveillance/ Monitoring + Business Development + Entrepreneurship + International Collaboration	+ UAV Operations + Air Traffic Management + Emergency and Security Services/Disaster Management + Business Development + Entrepreneurship + International Collaboration
Michael Wieland [B]	Founder — COPTERview airDATA UG	+ System/Application Development + Business Development	+ System/Application Development + Technology Transfer
Inji Yagmour [M]	International Affairs Advisor — Gouvernement of Québec	+ Other: gouvernement + International Collaboration	+ Other: gouvernement + International Collaboration

[M] – in Montréal, [B] – in Berlin

As of 24 November 2017





## COMPANY PRESENTATIONS

### PREMIUM SPONSOR AND SESSION HOST – MCCARTHY TÉTRAULT



McCarthy Tétrault LLP is a Canadian law firm that delivers integrated business law, litigation services, tax law, real property law, labour and employment law nationally and globally through offices in Vancouver, Calgary, Toronto, Montréal and Québec City, as well as in New York City and London, UK.

Through our relentless focus on client success, our team delivers integrated legal solutions to complex business issues. We do this by actively listening to our clients and understanding their needs, their business and their industry.

We have a history of taking bold steps — from building Canada's first national law firm model to incorporating an integrated structure — to better serve our clients. Our approach creates a single, client-focused team that takes advantage of our size and scale, and frees our lawyers to do what they do best: delivering customized legal services that help you achieve your goals.

We promise our clients and our people better results and a better experience. We are delighted to have been selected as one of the Greater Toronto's Top Employers 2016, and for the fourth consecutive year as one of Canada's Top 100 Employers 2016, in recognition of our deep commitment to excellence in all aspects of our business.

Passion. Excellence. These traits drive all McCarthy Tétrault lawyers to deliver outstanding client service. Experience the McCarthy Tétrault difference and sense first-hand how integrated competencies, depth of knowledge, expertise and experience can be your competitive advantage.

### COOPERATING PARTNER – MINISTÈRE DE L'ÉCONOMIE, DE LA SCIENCE ET DE L'INNOVATION QUÉBEC



#### Mission

Le Ministère a pour mission de soutenir la croissance des entreprises, l'entrepreneuriat, la science, l'innovation ainsi que l'exportation et l'investissement. Il coordonne l'élaboration et la mise en oeuvre de la stratégie numérique.

Il conseille également le gouvernement en vue de favoriser le développement économique de toutes les régions du Québec, et ce, dans une perspective :

- de création d'emplois;
- de prospérité économique;
- de développement durable.

The Ministry's mission is to support business growth, entrepreneurship, science, innovation, export trade and investment. The MESI is coordinating the elaboration and the implementation of the digital strategy.

It also advises the Government with a view to favouring economic development in every region of Québec, in a perspective of:

- job creation;
- economic prosperity;
- sustainable development.





## SPONSOR – POLYTECHNIQUE MONTRÉAL IICAP



**POLYTECHNIQUE  
MONTRÉAL**

WORLD-CLASS  
ENGINEERING

### Our mission

The Institute of Innovation and Conception in Aerospace of Polytechnique (IICAP) contributes to the development and competitiveness of the aerospace industry in Quebec by supplying companies with qualified engineers capable of responding to their needs in innovation and conception.



### IICAP offers:

- To all undergraduate students in all programs at Polytechnique, the opportunity to do internships or projects in one of the many aeronautics firms in the Montreal area.
- To all graduate students (Masters and Ph.D.), the opportunity to use their knowledge and further their training by participating in concrete projects of conception and innovation proposed by one of our industrial partners in the aerospace industry.
- To all professors, the opportunity to do a sabbatical or an internship in one of these aerospace firms.
- Conferences, courses and industrial visits to give students an in-depth knowledge of the industry.

### The participating firms are:

- Bell Helicopter
- Bombardier Aerospace
- CAE
- Pratt & Whitney Canada
- Siemens
- and many others

While taking part in the following activities, students at Polytechnique acquire knowledge that is adapted to the needs of the industry in which they are interning.

- Scientific conferences, internship or End of Studies Project (ESP) consisting of 500 to 700 work hours in one of the aerospace industries (consortium member);
- Additional training periods in industrial applications;
- Industrial visits;
- Scientific conferences.

### The IICAP facilities

The premises of the IICAP occupy an area of approximately 600 square meters.

The final cost to construct our facility was \$ 1,800,000.00; subsidized equally by the Quebec Government and the Federal Government.

The IICAP provides its students with a data-processing lab at Polytechnique to enable them to complete the projects or internships they undertake in the industry.

- The premises and equipment of the IICAP are also available to students in their final undergraduate (fourth) year so they can work on their project of conception and innovation (projet intégrateur IV). The outcome of this project is the conception of a product ready for manufacturing. This mission is unique to the IICAP because we are the only entity capable of enabling such a project at this level. These conception projects are designed and supervised by our partner firms and take place on the premises of the IICAP.
- The premises and equipment of the IICAP are also available to research teams at Polytechnique who are involved in projects of the Consortium of Research and Innovation in Aerospace of Quebec (CRIAQ). In addition to professors, these teams include students in Masters and Ph.D. programs.

### Directeur de l'IICAP – École Polytechnique de Montréal

**Prof. Aouni Lakis**

Dept. of Mech Eng and Aerospace

[aouni.lakis@polymtl.ca](mailto:aouni.lakis@polymtl.ca) / +1 514 340 4711(4906)





## NETWORKING RECEPTION HOST – AVIASPACE BREMEN



The federal State of Bremen is among the best in the world for aerospace and space industries. The aeronautics and space industries in the State of Bremen consist of more than 140 companies and 20 research institutes and universities with approximately 12,000 employees and an annual turnover of more than 4 billion euros. Major contributors to this innovation cluster are leading enterprises in the sector with R&D and production activities such as the Airbus, ArianeGroup, Rheinmetall Defence Electronics, OHB and their supplier companies.

As part of the Bremen Innovation Cluster Strategy, the Ministry of Economic Affairs, Labor and Ports commissioned AVIASPACE BREMEN e. V. to implement specifically the Space Industries and Aeronautics Strategy of the State of Bremen. The goal is to strengthen the space industries and aeronautics sectors through cross clustering with other sectors such as the automotive industry, wind energy and shipbuilding.

The key areas are network formation, technology transfer, and economic growth through fostering young entrepreneurs and start-ups. This includes both technical and organizational networking between final producers, suppliers and/or service providers and scientific institutions in the fields of material development, high-lift systems, construction, manufacturing technology, earth observation and robotics.

## NETWORKING RECEPTION HOST – AVISEO CONSEIL



*A contemporary consulting firm, Aviseo strives to be at the heart of the optimal development of Québec's economic ecosystem*

Aviseo Conseil – Aviseo Consulting, founded by three former employees of KPMG/ Secor in 2015, is a contemporary firm of consulting services. Aviseo is committed to be at the heart of the optimal development of Canada's current and next generation of leading organizations. We provide a leading-edge economic and strategic consulting services.

Almost three years later, two offices (Montreal and Quebec), Aviseo boasts a team of 15 driven professionals dedicated to serve their vast clientele with its entrepreneurial approach, industry expertise and passion for success. Aviseo's professionals have developed a detailed understanding of the strategic challenges of companies in search of growth opportunities.

Aviseo combines industry expertise and insight to help companies and public organization to achieve their vision and set their projects in motion.



### Understand

- Economic and sectoral analysis
- Economic impact analysis
- Market research
- Stakeholder positioning
- Organizational and financial performance review



### Reinvent

- Strategic planning and alignment
- Innovation strategy
- Organizational transformation
- Portfolio optimization (products and services)
- Public policies



### Conquer

- Strategic and operational action plans
- Stakeholder mobilization
- Financial valuation strategy
- Customer and employee experience optimization

If you have questions or require assistance in future project, please contact

**Jean-Pierre Lessard**, Partner  
 418.208.5830  
[jplessard@aviseo.ca](mailto:jplessard@aviseo.ca)





## NETWORKING RECEPTION HOST – GERMAN CONSULATE GENERAL MONTRÉAL



Consulate General  
of the Federal Republic of Germany  
Montreal

The **German Consulate General in Montreal** - with its administrative district of Québec (except for Gatineau) - is part of the Team Canada. Together with our colleagues at the German Embassy in Ottawa and at the Consulates General in Vancouver and Toronto, we strive to deepen the already close and cordial relations between Germany and Canada.

To be part of the Team Canada means to share out different areas of work. The Consulate General in Montreal is responsible for fostering the economic and commercial relations, especially in the areas of transport, infrastructure and innovation. In doing so, we work closely together with the German-Canadian Chamber of Industry and Commerce and our Canadian partners.

It is our aim to point out the potential of German companies to Canadian partners seeking solutions in the above-mentioned areas. We would like to establish a platform for dialogue on smart and responsive innovation. Canadian enterprises and authorities can thus benefit from newest developments in Germany.

The Consulate General is in charge of numerous delegations, who visit Montreal to attend a conference or a seminar, and to hold talks. These visits are a sign of Montreal and Québec being attractive for Germans, be it as a conference location or business partner, a cultural hub or a city of universities. The German Goethe Institute, situated in the "Quartier des Spectacles" is part of this dynamic atmosphere. It is being financed by the German Federal Foreign Service and organizes numerous film evenings and cultural events, where German and Canadian artists, musicians and other cultural actors work together. At the same time, the Goethe Institute is the best address for you if you intend to learn German!

Many German scientists who teach or do research here contribute to the very good reputation of Montreal's universities. We welcome the fact that the German Academic Exchange Service is now also present in Montreal to advise Canadian students and professors on the different ways to study and do research in Germany.

At the Alexander von Humboldt School in Baie d'Urfé, not only children from Germany and Canada study together, but also young people from Eastern Europe, Latin America, Asia and Africa. The new immersion program helps students who are not yet familiar with the German language to find their place at this international school.

In 2017 we congratulate Montreal on its 375th and Canada on its 150th anniversary. The German Consulate General can also look back on a long tradition, as in 2018 we are celebrating 125 years of German career Consuls being posted to Montreal. Time for something new! Since end of July 2017 the German Consulate General is the first German mission world-wide that is headed by way of job sharing. We will alternate every six months. From 1 August to 31 January of each year, Markus Lang is the Consul General; from 1 February to 31 July Kathrin Misera-Lang holds this function.







## FIELD TRIP HOST – REINERSTEMME.AERO

# RS.aero

RS.aero GmbH is a Reiner Stemme company founded for the development of a powered high-end electric-hybrid powered sports aircraft. Dr. Reiner Stemme is well known in the world of aviation since more than 30 years.

“One of the seven wonders of the aeronautical world”: That’s how Reiner Stemme’s first touring motorglider STEMME S10 was called when it was introduced back in 1986. Even today Reiner Stemme’s designs are still being considered as some of the best aerodynamic concepts in the world. Several world records were set with his first aircraft model and many research missions, for instance in the Andes Mountains and Himalaya, were flown. In 2013 a new era of unmanned airborne systems started. Reiner Stemme founded RS-UAS in the Wildau-based Aviation and Space Center in 2013. The optional piloted aircraft RS310, with up to 1.000kg payload and up to 50h endurance a complete novelty in the world of ISR, was developed by Reiner Stemme’s team from the scratch to maiden flight in remarkable only 18 months.

Now in 2017 his new founded company **ReinerStemme.aero GmbH** is developing a complete new generation of electric and hybrid high performance aircrafts for sports and utility aviation. Based on Reiner Stemme’s experience from the projects with Sagem (FR) and with OHB (GER) a light CS23 certified surveillance Aircraft, the RS120, will be developed from the elfin electric propulsion platform. This aircraft will be available to operate in manned and unmanned (OPV) missions.

The Reiner Stemme brand is known worldwide for innovations in aviation, with the current management team combining the best in engineering with an experienced commercial team. The hybrid design and production approach combined with the experienced teams knowledge of the target and market demands will enable them to quickly gain awareness and penetration in their target markets, in addition to providing a technically advanced and innovative aircraft.



## FIELD TRIP HOST – AIRBUS

# AIRBUS

**AERIAL**

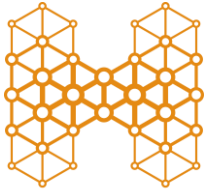
Airbus Aerial has developed a revolutionary, cloud-based platform that rapidly gathers and analyzes data by fusing Airbus’ constellation of high-resolution satellites along with fleets of unmanned aircraft. Aerial can quickly collect, analyze and distribute powerful, actionable data. We focus first on what our

customers need and then utilize the right tools for the job. The power of Aerial is our ability to seamlessly integrate data from any aerospace asset, adapt to industry-specific problems and provide customized data solutions. Aerial provides a top-down perspective of assets, resources and situations. From analyzing the damage caused by severe weather to improving the efficiency of an urban infrastructure project, organizations have complete, accurate and up-to-the-minute situational awareness. In the future, Aerial will focus on more than just providing insight from above. Our future service offerings will include aerial logistics to move physical goods more efficiently, along with high altitude aircraft to provide connectivity above remote areas or disaster struck cities. All leveraging the same digital services infrastructure.





## FIELD TRIP HOST – HUMANITAS SOLUTIONS



**HUMANITAS**

Created in 2013, Humanitas Solutions Inc. is a growing multidisciplinary team composed of passionate engineers, researchers and business professionals developing advanced IT solutions to support professionals from mission-critical industries, such as public safety/homeland security, private security, critical infrastructure monitoring, and humanitarian relief, etc.

Founded and led by Dr. Abdo Shabah, an emergency physician, public health specialist, and humanitarian himself, the Humanitas team believes technology can change the world in a good way and is endeavoring to deliver relevant, practical and easy-to-use solutions primarily into the hands of first line operators.

Striving to stay at the forefront of technology, Humanitas Solutions Inc. believes in collaborative intelligence and is active in interdisciplinary R&D collaborations. Currently, the team is leading a large R&D project with the view to developing a comprehensive ecosystem helping first responders from preparedness to post-event reporting. Running on off-the-shelf devices, the ultimate Humanitas Platform will be a smart, innovative, and cost-effective ecosystem integrated with a multitude of powerful functionalities, featuring private resilient mobile network coverage, real-time 3D mapping, advanced data analytics, and other collaboration enhancement functionalities, aiming to enhance situational awareness, efficiency, and performance of field operators from mission-critical industries. The most distinct advantage of the ecosystem will be its embedded off-the-grid networking technology that enables communication and collaboration in disconnected environments. That is to say, even without Internet access or data cellular, users can still profit from the private mobile network to work and collaborate digitally and efficiently.

Supported by world-class industrial leaders and internationally recognized researchers in their respective fields, Humanitas Solutions Inc. succeeded in securing multi-million-dollar investments for the entire project and is intensively working aligned with the roadmap for the next generation of smart, off-the-grid technologies, especially for critical environments.

Hands in hands, the Humanitas team is advancing steadily with their competent partners to fulfill the mission: Empower teamwork anytime and anywhere, even in the most austere environments.





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GERMAN CANADIAN CONCOURSE <sup>6</sup>

Conference Brochure

Montréal – Berlin / 24 November 2017

## ORGANIZER OF THE GERMAN CANADIAN CONCOURSE

### CANADA MEETS GERMANY NETWORK



The German Canadian Concourse is a brand of the **Canada Meets Germany Network e. V.**, a non-profit association registered in Germany.

The Canada Meets Germany Network has emerged from an initiative by a former Canadian Ambassador to Germany with substantial support from the Canadian and German Federal governments. The aim of Canada Meets

Germany is to establish a solid and lasting foundation for dialogue between the two countries.

The Canada Meets Germany Network provides a framework for dedicated professionals from a variety of fields including business, politics, academia, science, culture, and the media to meet and exchange ideas.

The **German Canadian Concourse is the flagship project** of the Canada Meets Germany Network and provides a platform for exploration of innovative topics in a German-Canadian context.





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#### German Canadian Concourse



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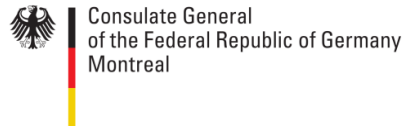
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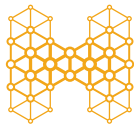
COOPERATING PARTNER



PARTNERS / SESSION HOSTS



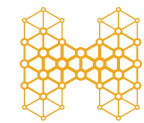
Ministry of Economic Affairs, Labour and Ports



HUMANITAS



PROGRAM CONTRIBUTIONS



HUMANITAS



DRONEMASTERS



Transports Canada

Transport Canada