



Foreign Affairs and  
International Trade Canada

Affaires étrangères et  
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Canada

# Life Sciences Practice and Trade Commissioner Service

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# LSP - Introduction

## ■ **Background**

- Part of DFAIT's Global Business Opportunities Bureau
- Activities aligned with DFAIT's Global Commerce Strategy
- To leverage DFAIT's extensive network strategically
- Need for a better link of commerce strategy/priorities with international capabilities and interests of Canadian businesses

## ■ **Mission**

- Support DFAIT in its mandate to contribute to Canada's international:
  - Competitiveness
  - Growth of the Life Sciences Sector



# Mandate of LSP

To support the growth of the life sciences industry in Canada, and to attract foreign direct investment into Canada.

- **By developing and implementing a Global Life Sciences Strategy**
- **By supporting the foreign Trade Commissioner Service through the development of:**
  - Various tools (e.g. Service Providers Directory – CROs, CMOs)
  - Information products (e.g. Medical Imaging Brochure)
- **By acting as expert resource for all Trade Commissioners and other DFAIT groups, to enhance:**
  - Programs (e.g. Going Global Innovations)
  - Initiatives (e.g. Trade Missions)
  - Client support – Trade Posts & Canadian



# LSP Team

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# Trade Commissioner Service (TCS)

- **The Canadian Trade Commissioner Service**

- LSP and Life Sciences Officers deliver services, research business opportunities, and develop initiatives in collaboration and consultation with partners across the country (companies, provincial & regional agencies, R&D networks & institutes, industry associations)
- Located in more than 150 cities worldwide, and
- 18 offices across Canada
- Over 60 officers serving the Life Sciences

Comprehensive network of international trade professionals



# LSP Sector Focus

- **Life sciences by the numbers:**
  - Over 2,000 firms (mostly SMEs; MNEs representation)
  - Over 100 research institutions
  - Over 30,000 scientists/clinicians
- **Pharmaceuticals**
  - Human & veterinary therapeutics, vaccines, diagnostics; generics
- **Medical Devices & Research Technologies**
  - Therapeutic, intervention, diagnostic, imaging, etc...
- **Health IT**
  - Software & data management and medical/communication technologies; eHealth
- **Natural Health Products**
  - Therapeutics, consumer health, veterinary; products & raw materials



# Types of Services

- Foreign-market access (e.g., identify a distributor)
- Support technology transfer
- Facilitate investment in Canada
- Facilitate Research and development (R&D) partnerships
- Assess market potential
- Identify business contacts
- Validate contacts
- Support investment abroad
- Support the planning and organization of events



# DFAIT Funding Mechanisms

- External
  - Global Opportunities for Associations (GOA)
  - Going Global
  - Investment Cooperation Program (INC)
- Internal
  - Client Service Fund (CSF)
  - Global Value Chains (GVC)
  - North American Platform Program (NAPP) Fund
  - Corporate Social Responsibility (CSR) Fund
  - Edu-Canada Fund (recruiting student abroad)
  - Private Sector Investment Champion Speaker Program
  - Investment Signature Events & Media Program
  - Industry Expert Outcall Program (Investment)





# Benefits of Global Life Sciences Strategy

- **The execution of the LS Global Strategy results in:**
  - Proactive identification of opportunities for Canadian companies (export, partnerships, CDIA)
  - Increased technology / R&D partnering in targeted areas to gain access to innovative, enabling technologies and strengthen Canada's competitive position
  - Increased Foreign Direct Investment and financial capital investment in Canada (project investments, service contracts, facilities, equity)
  - Increased visibility and competitiveness of Canada's business environment
  - Identification of private and public sector champions for investing and operating in Canada
  - Greater coordination of international market and competitive intelligence, and direct incorporation into the Global Strategy

