


Breaking into the International Market: Opportunities & Strategies

Wednesday, March 8, 2017

WORKSHOP PRESENTATIONS

(links in the below agenda)

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| 1:00 pm – 1:30 pm | <ul style="list-style-type: none">• Welcome / International Market Opportunities & Strategy<ul style="list-style-type: none">○ Elisa Obermann, Executive Director, Marine Renewables Canada |
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| 1:30 pm – 2:00 pm | <ul style="list-style-type: none">• Success Stories: Breaking into the International Market – Opportunities, Challenges etc.<ul style="list-style-type: none">○ Stephen Dempsey, Executive Director, Offshore Energy Research Association (OERA)○ Dean Steinke, Director of Operations, Dynamic Systems Analysis |
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| 2:00 pm – 2:15 pm | <ul style="list-style-type: none">• Break |
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| 2:15 pm – 3:45 pm | <ul style="list-style-type: none">• Intelligence Gathering for Export Market Entry Decisions<ul style="list-style-type: none">○ Leroy Lowe, MBA, PhD, CITP, CGBP |
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| 3:45 pm – 4:00 pm | <ul style="list-style-type: none">• Questions & Answer / Wrap-up & Concluding remarks
Elisa Obermann, Executive Director, Marine Renewables Canada |
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