

From: leon@ontario-sea.org 
Subject: RE: OSEA & Gvmt of Canada, Office of Small & Medium Enterprises (OSME), Ontario Region: Introduction Follow-up
Date: March 16, 2021 at 6:13 PM
To: Dan Goldberger dan@ontario-sea.org, Imanzi Kayitare Imanzi.Kayitare@pwgsc-tpsgc.gc.ca
Cc: Menelaos Argiropoulos Menelaos.Argiropoulos@pwgsc-tpsgc.gc.ca



Hi Manny & Imanzi,

It was great to reconnect Manny, and to meet Imanzi.

OSEA represents the fully breadth of sustainable energy sector which includes:

- Equipment manufacturers & distributors
- Consultants including engineers, architects & energy specialists
- Contactors and installers (HVAC, electrical, general)
- Banks/Financial Services, Insurance & Financing

We include all types of sustainable energy technologies including:

- Bioenergy
- Building Controls
- Energy Conservation Technologies
- Energy Storage
- GeoExchange / Geothermal
- Hydroelectric (including Run-of-River)
- Insulation & Thermal Protection
- Off Grid Energy
- Solar Photovoltaic: Solar Shingles & Panels
- Solar Thermal Hot Water
- Wind Turbines

Most of our members are in the category of SME. Many of them focus on domestic markets, but several are already exporting.

We hope to work with you to help Canada achieve its 2030 Paris Accord goals using Ontario energy technologies and services.

Perhaps, for instance, we can work with you to develop a guide to the availability of these products or services in Ontario.

Let's continue our discussion soon.

Next week I am involved in both the federal Diversity in Procurement and Global Affairs Canada Vietnam Smart Cities Virtual Trade Mission, but perhaps we can meet again the week of March 30 to continue our discussion.



Leon Wasser, MBA, P.Eng., Policy & Advocacy Vice-Chair

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From: Dan Goldberger <dan@ontario-sea.org>
Sent: March 12, 2021 10:33 AM
To: Imanzi Kayitare <Imanzi.Kayitare@pwgsc-tpsgc.gc.ca>
Cc: Menelaos Argiropoulos <Menelaos.Argiropoulos@pwgsc-tpsgc.gc.ca>; <leon@ontario-sea.org> <leon@ontario-sea.org>
Subject: OSEA & Gvmt of Canada, Office of Small & Medium Enterprises (OSME), Ontario Region: Introduction Follow-up

Imanzi and Manny:

Thanks for your time today to hear about OSEA and to advise us on activities at OSME-Ontario Region.

I am sure we can find things to collaborate on regarding Federal Procurement, Greening of Guidelines, etc. and communicating that to our members.

I attach a recent video that we just completed to highlight our Green Energy Doors Open 2020 event (GEDO for short) which will explain in detail but in 2 minutes for the event. OSEA has organized it for 10 years, but last October it was virtual and in partnership with the OCE (OCI). OSEA has also in 2017 shown that with resources, it extended GEDO out to BC and Alberta FYI. As mentioned, we are speaking to GAC about working with them to interface with their international consulates.

Kind regards

Dan

Here is the link to the GEDO video - <https://www.youtube.com/watch?v=dt3QVKR6TpQ&feature=youtu.be>

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On Feb 10, 2021, at 6:23 PM, Imanzi Kayitare <Imanzi.Kayitare@pwgsc-tpsgc.gc.ca> wrote:

Hi Dan,

I hope this email finds you well.

In follow-up to our discussion earlier today, I'm reaching out to schedule an introductory meeting next month with your Board of Directors and [The Office of Small and Medium Enterprises \(OSME\)-Ontario Region](#) (Public Services and Procurement Canada) to explore possible partnership opportunities between our organizations.

In terms of OSME's background, the office was created in 2005 to assist small and medium enterprises navigate the federal procurement system and learn about the various opportunities for doing business with the Government of Canada.

Our office offers weekly virtual webinars, one-on-one consultations and presentations to various business groups and associations. We are looking to cultivate collaborative partnerships with SME stakeholders, such as OSEA, to organize information sessions that may be beneficial for your members. Our services would be free and open to your members to attend. We hope to leverage your insight and expertise in the clean tech industry to support the outreach to OSEA's network.

Please let me know if your team would be available to connect for an introductory meeting in the morning of March 10 or March 12th? Once confirmed, I will send a calendar invite with the MS Teams meeting link.

Thank you for your time.

Regards,

Imanzi Kayitare

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