

Welcome to the German Canadian Concourse 2014

Greetings from Canada's Ambassador to Germany



Her Excellency Marie Gervais-Vidricaire
Ambassador of Canada in Germany

Dear members of the Canada Meets Germany Alumni Forum,

It is my pleasure to be patron of the German Canadian Concourse 2014, which brings together a transatlantic network of professionals to discuss *"Start-ups and Entrepreneurships: Opportunities for Canadian and German Ventures"*.

For the third time, this conference is the result of a successful cooperation between the Canada Meets Germany Alumni Forum (CMG-AF) and the Embassy of Canada.

Start-ups on both sides of the Atlantic play a key role in continuing our tradition of vibrant entrepreneurship. This dynamic segment brings new ideas to almost all sectors of the economy. It should come as no surprise, then, that this conference addresses a variety of issues of relevance for professionals in banks, venture capital companies, chambers of commerce, business development institutions, consultancies, incubators, accelerators and academia.

I am confident that members of the Canada Meets Germany Alumni Forum, through their entrepreneurial efforts, will further enhance the economic relationship between Germany and Canada by developing new trans-Atlantic business connections.

Building networks in the start-up segment of our economies is essential to entrepreneurial success. The Embassy of Canada in Germany supports the sharing and implementation of best practices among start-ups in all sectors of the economy.

I congratulate the Canada Meets Germany Alumni Forum on its partnership with the new Waterfront Campus of George Brown College in Toronto. Toronto is home to many major industries in Canada and is one of the most important economic hubs in North America. By way of videoconference, this forum is truly bridging the Atlantic.

The commercial relations between Canada and Europe are growing. The historic Canada and European Union (EU) Comprehensive Economic and Trade Agreement (CETA) is Canada's most ambitious trade liberalisation initiative. It will open new market opportunities for companies in both Canada and Germany while creating new jobs and contributing to economic growth.

In the spirit of free trade, I encourage you to create partnerships involving industry professionals in both Germany and Canada.

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



Greetings from Germany's Consul General in Toronto



Walter Stechel
Germany's Consul General in Toronto

Dear Members of the Canada Meets Germany Alumni Forum, friends and guests of the German Canadian Concourse,

By organizing the third German Canadian Concourse the Forum has established a tradition and an important platform for German-Canadian cooperation. This year's topic, TransAtlantic Start-up Surge is of particular relevance to both Canada and Germany. Small and medium sized enterprises and innovation are the backbones of our economies and the drivers of growth and job creation.

I am particularly fascinated by institutions in Toronto like MaRS and the Digital Media Zone at Ryerson University that provide a conducive environment for students who want to transform their research into viable businesses. Not all ideas are successful but for those that are the sky is the limit.

Similar incubators exist in Germany. A few weeks ago Minister Peter Friedrich of Baden-Württemberg, Ontario's partner-Land in Germany, visited the Digital Media Zone at Ryerson and was reminded of similar institutions in Stuttgart or Karlsruhe. Bringing together start-ups from Ontario and Baden-Württemberg would not only offer a forum for exchange but also the possibility to present innovative ideas to an international public.

Similar incubators exist in Germany. A few weeks ago Minister Peter Friedrich of Baden-Württemberg, Ontario's partner-Land in Germany, visited the Digital Media Zone at Ryerson and was reminded of similar institutions in Stuttgart or Karlsruhe. Bringing together start-ups from Ontario and Baden-Württemberg would not only offer a forum for exchange but also the possibility to present innovative ideas to an international public.

This is very much related to the objective of the German Canadian Concourse. I am therefore particularly pleased that I can link-up to this year's Canada Meets Germany Alumni Forum from Toronto, learn more about German and Canadian experiences with start-ups and explore possibilities of expanding networks and cooperation in this important field.

With best wishes for a successful German Canadian Concourse 2014.



Generalkonsulat
der Bundesrepublik Deutschland
Toronto



Greetings from the Canada Meets Germany Alumni Forum



Dr. Matthias Mück

President, Canada Meets Germany Alumni Forum
Chairman of the German Canadian Concourse

On behalf of the Canada Meets Germany Alumni Forum (CMG-AF) I would like to extend a warm welcome to the participants at the German Canadian Concourse (GCC) in Berlin and Toronto.

The Concourse was conceived as a transatlantic conference format with the goal to stimulate the exchange on topics of importance to Canada and Germany. With the organization of annual events, the GCC aims to bring together people who share a common interest in a range of bilateral topics and who are motivated to put the theme in a Canadian-German context.

Canadian-German relations in business, technology, research and academia are manifold. By highlighting specific areas of this transatlantic cooperation the GCC has contributed in the past years to a better awareness of the importance of the relations between Germany and Canada and has initiated fruitful discussions about future bilateral projects.

The German Canadian Concourse was initiated as a “conference start-up” in 2012 by the Canada Meets Germany Alumni Forum. Inspired by the idea that the Concourse could generate an added value over traditional conferences by giving a practical illustration of the topic theme, the GCC was footed on three elements: a *field trip* visiting a partner organization for a practical insight into the subject matter; a *conference session* for a theoretical approach; and a *reception* allowing for networking.

Moving into its third year, the Concourse has proven to be very successful and fast growing. With some one hundred registered participants at locations in Toronto and Berlin connected via video link, it offers a truly transatlantic dialogue in real time. As in previous years, people world-wide interested in the topic can follow the Concourse via live stream.

Today, we will discuss with our knowledgeable speakers and panelists the multifaceted aspects of entrepreneurship in Canada and Germany. In particular, we will learn how the ecosystems of both countries promote start-ups and which role incubators and accelerators can play in this context.

The conditions for a healthy development of the GCC program were provided by the Embassy of Canada in Germany. In its function as patron, sponsor and host at Kanada Haus, the Embassy has played the role of an incubator for the start-up project GCC. Your numerous presence at the 2014 Concourse and interest in its program is the return on investment.

Our special gratitude belongs to Her Excellency Marie Gervais-Vidricaire representing the Canadian Embassy for cooperating with CMG-AF on the GCC program for the past three years. The generous sponsorship and logistic support is very much appreciated.

Further, I would like to thank

- Osborne Clarke for their generous sponsoring;
- BMW Foundation for inviting for a reception;
- Subvise UG for organizing the field trip;
- Multiplicity Accelerator for hosting the session in Toronto;
- Alexander Thamm, Foundation Manager, for guiding us through the program as moderator;
- And all speakers and panelists for their programmatic contribution.

I wish you an insightful and inspiring afternoon.





Christina Arend

Treasurer, Canada Meets Germany Alumni Forum
GCC 2014 Program Coordinator

In the past couple of years, the world has seen the rise of especially IT and internet start-ups such as Facebook, Skype, Instagram and the like which have fueled a whole start-up hype around the world. This development was mainly driven by the US, and the Silicon Valley in particular, but can also be observed all over the world, with a focus on certain 'hotspots' within the global start-up scene. Start-ups have also been an important way to tackle societal challenges like climate change, demographic change or migration.

The 'Startup Ecosystem Report 2012' identified Berlin and Toronto as the two main 'start-up hubs' in Germany and Canada respectively. How are the start-up ecosystems characterized in these 'hubs' and in the two countries in general? What are the differences and commonalities? How can Canada and Germany cooperate in the start-up sector? How can they learn from one another to support start-ups and create successful companies? How can entrepreneurship be fostered as a societal factor and how can a country benefit from a vital start-up scene? These are some of the questions that we would like to address at this year's GCC focusing on the subject of start-ups and entrepreneurship in Canada and Germany.

Hence, the GCC 2014 addresses start-ups and companies/institutions dealing with or supporting start-ups (banks, VCs, chambers, business development institutions, consultants, incubators, accelerators, academia etc.) as well as individuals interested in developing their knowledge of and connections to the German and Canadian start-up ecosystem and approach to entrepreneurship. The conference will highlight successful projects and start-ups in Canada and Germany, opportunities for cooperation in the future and current developments in the two countries' start-up ecosystems.

Topics such as transatlantic business models (including business incubation programs), the start-up ecosystem in Canada and Germany, bilateral cooperation between start-ups and/or supporters, and flagship projects and start-ups in the two countries that will be addressed at the conference while the GCC 2014 aims at the following goals:

- Platform for exchange between companies, organizations and individuals interested in the start-up scene and ecosystem in Canada and Germany
- Forum for corporate and institutional decision-makers to discuss opportunities for transatlantic cooperation in the start-ups and entrepreneurship sector
- Networking opportunity for professionals with an interest in bilateral relations between Canada and Germany, in particular the Canada Meets Germany community

We are committed to generate added value for start-ups and organizations engaging in this event and we are looking forward to a fruitful exchange at this year's GCC.

Let's start the Transatlantic Start-Up Surge!



Event Program

Field Trip – Morning Session



Subvise UG

Rainmaking Loft Berlin c/o Startup Gallery UG, Charlottenstraße 2, 10969 Berlin

09:45	Meeting point Leipziger Platz 17, 10117 Berlin (in front of the Embassy of Canada)
10:00 – 11:30	Transfer to field trip location (shuttle organized by GCC)
11:30 – 12:30	Visit of Subvise UG
12:30 – 13:00	Transfer to conference venue at the Embassy of Canada (shuttle organized by GCC)

Conference – Transatlantic Session



Embassy of Canada

Leipziger Platz 17, 10117 Berlin



Multiplicity Accelerator

George Brown College, Waterfront Campus
51 Dockside Drive, Toronto, ON M5A 1B6

13:00 – 19:00 (CET) 08:30am – 13:00pm (EST)	<i>Detailed schedule on next page.</i>
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Reception – Evening Session

BMW Foundation

Herbert Quandt

BMW Foundation Herbert Quandt

Reinhardtstraße 58, 10117 Berlin

19:00 – 19:15	Walk to evening reception
19:15 – 21:00	Reception and get-together at BMW Foundation



Conference – Transatlantic Session

13:00 – 14:30	Lunch break at the Embassy of Canada
14:30 (CET) 8:30am (EST)	Welcome remarks Mr. Eric Walsh , Deputy Head of Mission, Embassy of Canada
14:40 (CET) 8:40am (EST)	Welcome remarks Mr. Walter Stechel , Germany's Consul General in Toronto
14:50 (CET) 8:50am (EST)	Opening remarks Dr. Matthias Mück , President, Canada Meets Germany Alumni Forum Ms. Christina Arend , Treasurer, Canada Meets Germany Alumni Forum
15:00 – 16:20 (CET) 9:00 – 10:20am (EST)	Presentations <i>"The Role of the State in the Entrepreneurship Ecosystem: Insights from Germany"</i> [B] Dr. Matthias Wallisch , Project Manager, Department of Entrepreneurship, RKW Kompetenzzentrum <i>"BlackBerry – An Evolution Journey from a Startup to Market Leader to the Most Exiting Comeback of the Year"</i> [B] Mr. Dirk Heitepriem , Senior Manager Government Relations EMEA, BlackBerry <i>"Entrepreneurial Space"</i> [B] Mr. Frank M. Salzgeber , Head of Technology Transfer Programme Office, European Space Agency (ESA) – Business Incubation Centre (BIC) <i>"Entrepreneurship: Technology and Law"</i> [T] Mr. Costin Laurentiu , CEO, ClauseHound Inc.
16:20 – 16:50 (CET) 10:20 – 10:50am (EST)	Coffee break
16:50 – 17:35 (CET) 10:50 – 11:35am (EST)	Panel discussion <i>"Start-up Ecosystems"</i> Moderator: Mr. Alexander Thamm , Foundation Manager [B] Panelists: Mr. Dirk Heitepriem , Senior Manager Government Relations EMEA, BlackBerry [B] Mr. Christian Musfeldt , Lawyer Corporate Department, Osborne Clarke [B] Ms. Amber Riedl , Co-founder of Makerist [B] Mr. Frank M. Salzgeber , Head of Technology Transfer Programme Office, European Space Agency (ESA) – Business Incubation Centre (BIC) [B] Mr. Sascha Schubert , Vice Chairman, German Startups Association [B]
17:35 – 17:50 (CET) 11:35 – 11:50am (EST)	Question & Answer session with the plenum



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17:50 – 18:35 (CET)

11:50am – 12:35pm (EST)

Panel discussion

“Social Entrepreneurship”

Moderator:

Mr. Alexander Thamm, Foundation Manager [B]

Panelists:

Mr. Michael Alberg-Seberich, Managing Partner, Forum for Active Philanthropy [B]

Ms. Monika van der Beek, Managing Director, Roots of Empathy GmbH [B]

Mr. Ryan Little, Project Manager, BMW Foundation [B]

18:35 – 18:50 (CET)

12:35 – 12:50pm (EST)

Question & Answer session with the plenum

18:50 (CET)

12:50pm (EST)

Conclusion of the conference

Canada Meets Germany Alumni Forum

[B] – from Berlin, [T] – from Toronto



Program Contributors

Speakers and Panelists

Michael Alberg-Seberich
Managing Partner
Forum for Active Philanthropy



Michael Alberg-Seberich is Managing Director of Beyond Philanthropy. He is also Managing Partner of the charitable partner organisation Active Philanthropy. From 2001 to 2007 Michael Alberg-Seberich worked at the Bertelsmann Foundation where he first led international projects in the Democracy, Human Rights and Promotion of Tolerance sector. In 2005/6 he worked as a moderator and strategy advisor to the board of the Bertelsmann Foundation. In 2006/7, he was responsible for the Carl Bertelsmann Prize for "Social Engagement as a Goal of Education". Michael Alberg-Seberich began his career as an intercultural advisor and division head at the German Youth for Understanding Committee e.V. (YFU) in Hamburg. Michael studied North American Studies and Anthropology at the University of Bonn and the University of British Columbia Vancouver.

Monika van der Beek
Managing Director
Roots of Empathy GmbH



Monika van der Beek is the first Managing Director of Roots of Empathy in Germany. The charitable GmbH founded in July 2014 is based in Hamburg. Monika is dedicated to bringing business, government and philanthropy together to scale this international award winning program across Germany.

Roots of Empathy, founded in 1996 by social entrepreneur/educator Mary Gordon, offered to primary and secondary school children, is evidence based to reduce aggression and bullying while increasing social and emotional competence.

Previously Monika van der Beek was responsible for the start-up phase of the first full-time secondary school in Karlsruhe at Merkur Academy International. As Principal and Managing Director she developed an educational concept and a business model that promotes the principle of reciprocity and intercultural coexistence. At the same time she served as Head of International Cooperations for all school branches of the Academy.

In between Monika van der Beek gained management experience in the business world as a hotel manager. At end of the 90s Monika van der Beek led as Executive President the school program "Education Vacation" in New Mexico, USA. From 1986 to 1992 Monika van der Beek gained her first professional experience in the application of empathy on comatose patients, in close cooperation with the neurosurgeon Prof. Dr. Andreas Zieger. Monika van der Beek studied American history and creative writing at Sacramento City College, California, Austin Community College, Texas and Alamogordo, New Mexico State University, German, Art and Education at the University of Flensburg and Business Administration at the University of Hagen.



Dirk Heitepriem

Senior Manager Government Relations EMEA
BlackBerry



Dirk Heitepriem is working as a Senior Manager Government Relations at BlackBerry. In this role he is responsible for the relations to Government officials, institutions and politicians in more than 30 countries in EMEA including Germany, UK, Middle East, Turkey as well as Eastern and Central Europe as well as the Nordics. Dirk has eight years of experience working with BlackBerry – first as an external consultant and later in 2010 as a full time employee of BlackBerry. Top priority is to secure BlackBerry's license to operate in the different countries and create opportunities for BlackBerry becoming supplier of high secure communication solutions for governments – as they are in Germany. Before joining BlackBerry, Dirk worked as a public affairs consultant for one of the leading communication agencies in Germany and as the head of staff for Members of the German Federal Parliament. Dirk holds a Bachelor of Arts honors degree in Public Relation of the University of applied science Hannover. Dirk is married and has one child.

Costin Laurentiu

CEO
ClauseHound Inc.



Costin Laurentiu is the CEO of ClauseHound Inc., a cloud-based provider of legal documents assembly and reviewing tools to solo and small-firm lawyers. Costin holds a BBA from York University and an MBA from the University of Western Ontario. Prior to his Masters studies, Costin held progressive roles at Scotiabank, a top-tier Canadian bank. After obtaining his MBA, he joined the Strategy and Operations practice of Deloitte & Touche in Toronto. Costin became interested in entrepreneurship while working on a number of clients as a consultant. More recently, Costin was the Chief of Staff at Vision7 International - the parent company of Cossette (Canada) and DARE (Europe) before becoming a full-time entrepreneur at ClauseHound. In his spare time, Costin is actively involved in several social projects, having volunteered for Habitat for Humanity, being a Director on the Board of Tapestry Opera, an advisor for Multiplicity and recently having volunteered in two separate candidates' political campaigns for public offices.

Ryan Little

Project Manager
BMW Foundation



Ryan Little is a seasoned entrepreneur with a focus on social and environmental businesses. He began his career as a teenager, as the co-founder in 1995 of an early business-to-business e-commerce platform, Avenir. Following the sale of the company he co-founded a Canadian charitable giving platform, CanadaHelps, in 2000. CanadaHelps has facilitated more than 390 million dollars in donations and has become the country's national resource for online giving, capacity building, and social media best practices.

In 2006, Ryan co-founded StormFisher Biogas, a renewable energy company that launched the largest operating biogas-from-waste plant in North America. He has a B.A. from Queen's University and an MBA from the Richard Ivey School of Business. He is a Project Manager at the BMW Foundation, working in the areas of social enterprise and venture philanthropy.



Christian Musfeldt

Lawyer Corporate Department
Osborne Clarke



Christian Musfeldt is an attorney in the corporate law department at Osborne Clarke. He primarily advises venture capital funds and corporates as well as growth companies. He is head of the Osborne Clarke activities in Berlin. Christian Musfeldt conducts workshops on a regular basis at various venture capital conference as well as on the university level (for instance Humboldt-Universität zu Berlin, HHL - Leipzig Graduate School of Management) and is a mentor at the hub.raum Accelerator, Microsoft Accelerator, Axel Springer Plug'n'Play or the Berlin Startup Academy. He has more than nine years of corporate law experience and was for more than three years part of the management of one of Germany's leading corporate venture capital firms. There he managed more than twenty investments including various follow-on financing rounds and M&A transactions.

Amber Riedl

Co-founder
Makerist



Communications specialist and serial entrepreneur.

2004-2008: Communications, print and online publications, Transparency International Secretariat

2008-2010: Founder & CEO 1001hochzeiten.de, online magazine & listings service

2010-2013: Founder & CEO 1001hochzeitstische.de, e-commerce service for registry

Amber Riedl studied political science in Winnipeg & Vancouver, certified as a yoga teacher in LA and is the proud mother of two boys.

Frank M. Salzgeber

Head of Technology Transfer Programme Office
European Space Agency (ESA)



Mr Frank M. Salzgeber is the Head of the Technology Transfer Programme Office at the European Space Agency (ESA). Prior this post he was the Head of Commercial Development in the Directorate of Human Spaceflight Microgravity and Exploration.

Frank was the co-founder and Chief Operating Officer (COO and CFO) of an IT start-up in Munich, which he merged with CANCOM SA in 2003. Frank also spent seven years at Apple Computer initially as an account manager and then as a sales manager, covering Central Europe.

Frank is a member of the advisory board of the Triangle Venture Capital Group, the boards of directors of European Business Network (EBN), advisor and board member of start-ups and research institutions.

In his current role, Frank supported over 280 interdisciplinary technology transfers and initiated over 300 new start-ups in the last 6 years through the ESA BIC Programme, which has been copied by CERN, Fraunhofer and Airbus Defence and Space. His office manages the ESA patent portfolio and his team is supporting 100 new start-ups yearly through the international network of 13 ESA Business Incubation Centres. Frank holds a degree in Industrial Engineering.



Sascha Schubert
Vice Chairman
German Startups Association



Entrepreneur and Member of board of the German Startups Association, Berlin. Sascha Schubert started his first company in 1997 during his business studies at the University of Essen in Germany. In 1999 he sold this company to his co-founder and went back to university and graduated as Dipl.-Kaufmann. Between 2002 and 2006 he worked as a consultant in Düsseldorf. At the end of 2006 he quit his job, moved to Berlin and started bondea a social network for women. Sascha calls bondea now his “no earnings but learning startup”. Having only 10.000 Users the bondea Team decided to close bondea and Sascha moved on to a new venture. In 2008 he co-founded Spendino (www.spendino.de). spendino is a leading provider of online donor management software. With spendino nonprofits can easily and effectively raise funds and manage relations. Sascha also serves on the board of Entrepreneurs’ Club Berlin and German Startups Association and is one of the Co-Organizers of StartUp Lounge, StartUp Camp Berlin (www.startupcamp.de), FailCon Berlin and German Silicon Valley Week. These Startup Events attracted more than 15.000 Attendees since 2005.

Sascha shares his learnings as a Mentor at Startup Bootcamp, IBM SmartCamp and Founders Institute.

Dr. Matthias Wallisch
Project Manager, Department of Entrepreneurship
RKW Kompetenzzentrum



The RKW Competence Centre is a think tank of the Federal Ministry of Economic Affairs and Energy. It analyses productivity and innovation improvement opportunities in order to strengthen German SMEs and the innovation ecosystem. The RKW Competence Centre develops practical solutions and recommendations, disseminates best practices and advises policy makers and public authorities on SME needs.

Dr. Matthias Wallisch holds a Ph.D. in Economic Geography. He provides extensive knowledge in the fields of regional development, high-tech-clusters and business angel investments.

Matthias Wallisch entered RKW Kompetenzzentrum in 2009. First as a project manager in the department of communication and knowledge transfer before he was responsible for the evaluation of the Central Innovation Program SME (Zentrales Innovationsprogramm Mittelstand), one of the largest funding programs to support innovation in SMEs. Since June 2014 Matthias Wallisch is project manager in the department of Entrepreneurship. With his team he elaborates the approach of Entrepreneurship Ecosystems to foster new firm formation in German regions. Further he is the coordinator of the European Enterprise Promotion Awards.



Moderator

Alexander Thamm
Foundation Manager



Alexander Thamm is Foundation Manager and dedicated to issues of international dialogue and civil society. He graduated in Political Science at the University of Munich, after also having studied in Bonn, Grenoble, France and Bath, England. In cooperation with the Federal Department of the Interior, he worked from 2003 to 2005 as Project Manager for the Bertelsmann Foundation and was responsible for a competition concerning local integration policy. After a freelance year, he worked as Program Associate for the Berlin Office of German Marshall Fund of the United States, occupied mainly with government relations and public affairs. From 2008 – 2013 he worked as Program Director at the Körber Foundation, starting with the Transatlantic Idea Competition USable. His work concentrated then on developing a stronger German civil society through leadership programs, capacity building and international dialogue. Within this broad range of activities, Alexander initiated the supporter's network for Community Organizing in Germany and served as its managing director. Starting 2011, he developed and established the Körber Network Civil Society. With the aim of encouraging and supporting civil society leaders, among them many social start-ups, to make their interests heard with decision-makers in other sectors. Beginning of 2014, he started a sabbatical. The last months allowed him to think about the future challenges of civil society, with an emphasis on the foundation sector and NGOs. His special interests include international civil society, international dialogue, foundation, political participation and the issues of social innovation, poverty, integration and diversity issues. He lives in Hamburg, Munich and Berlin.

More information at www.alexander-thamm.de



List of Participants

Name	Position	Company / Organization	
Ahmet Emre Acar	Innovation Leader	General Electric	[B]
Michael Alberg-Seberich	Managing Director	Beyond Philanthropy GmbH	[B]
Thomas Andersen	Owner	Andersen Marketing KG	[B]
Christina Arend		Investitionsbank des Landes Brandenburg	[B]
Dr. Ralf Belusa	Senior Director & Investor	ZANOX AG & other Startups	[B]
Prof Dr. Rainhard Bengez	Prof. Mathematics	TUM & Kansai University	[B]
Sabine Blumhoff	CEO	Assistantly	[B]
Max Bornefeld-Ettmann	Entrepreneur	Management Consultancy / Start-up	[B]
Dr. Jan-Marco Bremer	Managing Director	blue media labs GmbH	[B]
Bernard Britvec	Quality Auditor		[B]
Sven Burucker	CEO	Burucker Consulting	[B]
Dr. Barbara Cembella	Cluster Manager	Bremen Invest	[B]
Pawel Chudzinski	MD	Point Nine Capital	[B]
Nora Circosta	Consultant	UNCTAD	[B]
Jurriaan De Bruin	Aerospace Engineer	Telespazio VEGA	[B]
Melanie Deneau	Account Manager	MEDIGO GmbH	[B]
Yvonne Denz	Vice President, Operations	Canadian German Chamber of Industry and Commerce	[B]
Holger Dornieden	Founder	Hd Berlin Design	[B]
Simone Dornieden	Geschäftsführerin	jimmysshop.de	[B]
Stefan Endres	Owner / Director	Berlasco - Berlin Language School	[B]
Silvio Esche	Category Manager	bubbles & beyond GmbH	[B]
Paul Filipow	Cofounder, CTO	desendo GmbH	[B]
Margit Frank	CEO	fluyds GmbH	[B]
Robert Freele		Bonaverde	[B]
Dr. Jörg Garbrecht	Communications and Marketing Expert		[B]
Alexandra Geiser	Freelancer		[B]
Jeffrey-George Gerakis	Senior Engineer	RollsRoyce Deutschland	[B]
Caralee Gill	Communications Consultant	Sysmex Europe GmbH	[B]
Michael Gnamm	Cofounder, CEO	Desendo GmbH	[B]
Johannes Grabisch	Principal	Grabisch Consulting	[B]
Andrej Gross	Senior Representative Government Relations	Deutsche Messe AG	[B]
Christoph Grossbaier	Graduate Student	University of Cambridge	[B]
Ashley Harris	Co Founder	NowDiscover	[B]
Dr. Alexander Hartmann	Partner	BRL	[B]
Sebastian Haselbek	Business Development Manager	lingohub GmbH	[B]
Dirk Heitepriem	Senior Manager Government Relations	BlackBerry	[B]



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Monique Hoell	Cofounder, CMO	desendo GmbH	[B]
Maximilian Hoffmann	Member of the Board	SME VENTURES	[B]
Dr. Gerd Hoor	Partner	Osborne Clarke	[B]
Andreas Jandl			[B]
Ingo Juraske	Angel Investor		[B]
Ali Karbassi			[T]
Philipp Kardinahl	Consultant		[B]
Martin T. Karmasz	Creative Producer	Karmasz Film	[B]
Vishal Kawatra	Founder	Now Discover	[B]
Christian Kessels	Project Manager Corporate Finance	BERGFÜRST Bank AG	[B]
Thomas Keup	Tech-Comms-Guru	SPREEFACTORY	[B]
Rassul Khalilzadeh	Managing Partner	Khalilzadeh & Company Rechtsanwalts-gesellschaft mbH	[B]
Danella Knechtel	Manager Trade and Investment Promotion	Germany Trade and Invest	[T]
Michael Knoll	Leiter Büro Berlin	Gemeinnützige Hertie- Stiftung	[B]
Agnes Kolodziej	Political Affairs Officer	Embassy of Canada	[B]
Martin Kremser	CFO	Business Angel	[B]
Andreas Kuenne	Salesmanager	Bison	[B]
Costin Laurentiu	CEO	ClauseHound Inc.	[T]
Maren Lesche	Senior Marketing & Communications Manager	EIT ICT Labs Germany	[B]
Benedict Leung			[B]
Ryan Little	Project Manager	BMW Foundation	[B]
Anke Modess	Owner	Modess-Relocation	[B]
Justin Molloy	Founder & CEO	MyOllo Inc	[T]
Dr. Matthias Mück	Mission Manager	Eurokot Launch Services	[B]
Sophie Münzberg	Student	Hertie School of Governance	[B]
Christian Musfeldt	Attorney	Osborne Clarke	[B]
Prof Dr. Andreas Nelle	Partner	RAUE LLP	[B]
Oliver Nissen		Rechtsanwälte Arnecke Siebold	[B]
Dr. Daniel Novak	Consultant	CGI	[B]
Veronica Pratzka	Co-Founder & CMO	Lexvisors GmbH	[B]
Diana Prinzbach	Financial Analyst	BERGFÜRST Bank AG	[B]
Soli Remhof		Assistantly	[B]
Amber Riedl	Founder	makerist	[B]
Thomas Ruland	COO	cloudControl	[B]
Frank Salzgeber	Head of Technology Transfer Programme	European Space Agency - Estec	[B]
Dr. Ingo Schneider	Legal Counsel	Lacore	[B]
Sascha Schubert	Vice-Speaker	German Startups Association	[B]
Kathryn Schweishelm	PhD Candidate	Freie Universität Berlin	[B]



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Tülay Sener	Projectmanager	Private	[B]
Ashwin Shekhar	Senior BD Manager	Glispa	[T]
Marco Steinigans	Chief Financial Officer	Clek Inc.	[T]
Britta Thal	VP Finance	MyOlllo	[T]
Alexander Thamm	Foundation Manager		[B]
Bobby Thekkekara	CMO	ELEVARO GmbH	[B]
Adam Trcka	PM	esc Aerospace	[T]
Jens Uhlig	COO	M2MGO	[B]
Monika van der Beek	Managing Director	Roots of Empathy Germany GmbH	[B]
Udo Voigtländer	GenMgr.	VentureScout	[B]
Phuong Vi Vu	Traineeship	Fraunhofer Institution	[B]
Dr. Matthias Wallisch	Project Manager	RKW Kompetenzzentrum	[B]
Jens Walter	General Manager	combridge media	[B]
Luise Weber-Steinhaus	Manager Communications	Airbus Defence and Space	[B]
Hannes Weiland		Independent	[B]
Sandra Weinfeld		BRL BOEGE ROHDE LUEBBEHUSEN	[B]
Nathan Williams	Managing Director	Subvise	[B]
Dr. Sebastian Winkler	CEO	Medizintechnikmarkt.de	[B]
Jennifer Wood	Business Development	Advertile Mobile	[B]

[B] – in Berlin, [T] – in Toronto



Company Presentations

Field Trip Host – Subvise UG



Subvise is a powerful tool that helps manufacturing companies, lawyers, and consultants deal with the burden of the REACH chemical regulation. Since REACH came into effect in 2007, over 1000 chemicals have come under formal review, been restricted, or banned in the European Union. That number is expected to double by 2018. Many manufacturers are struggling to keep up with the changing statuses. Subvise is a dashboard that lets you see the current regulatory status of your chemicals at a glance. Should the status of the chemicals you are monitoring change, the system sends you a notification to your email or smartphone.

Nathan Williams is a Canadian entrepreneur who moved to Berlin in 2013 to be part of the startup ecosystem. Nathan is the founder of NW Hinwise Solutions, a software development company specializing in complex business data solutions, and Subvise, a dashboard to track the regulatory status of chemicals in Europe. In his spare time Nathan is the organizer of German Valley Week for the Bundesverband Deutsche Startups, a weeklong startup tour of Silicon Valley.

Sponsor – Osborne Clarke



Osborne Clarke advises leading corporates and financial institutions all over the world. In Germany more than 120 lawyers work in our offices in Berlin, Cologne, Hamburg and Munich; globally we have more about 700 lawyers in 19 offices in Europe, US and Asia. In jurisdictions without an own OC office we work with leading regional firms on a regular basis.

We not only solve legal problems but add value to the business of our clients – based on our focus on specific sectors: Digital Business, Energy & Utilities, Financial Services, Life Sciences & Healthcare, Real Estate & Infrastructure, Retail and Transport & Automotive.

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Your contact: gerd.hoor@osborneclarke.com



Organizer of the German Canadian Concourse

Canada Meets Germany Alumni Forum



Canada Meets Germany Alumni Forum (CMG-AF) is a non for profit, tax exempt association registered in Germany. CMG-AF conducts the annual conference series German Canadian Concourse (GCC) in cooperation with the Embassy of Canada in Germany. The costs for the GCC is covered through sponsorships and are subsidized through funds of the CMG-AF in accordance with the purpose of the association to promote the mutual understanding between Canada and Germany.

For a sustaining continuation of the GCC program, CMG-AF requires donations. Contributions to CMG-AF can be deducted from German income taxes. A corresponding donation certificate can be issued.

Your support for the GCC is very much appreciated.

Canada Meets Germany Alumni Forum

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