

Cyber and Security Technologies Soft Landing Platform

January 1, 2016 – March 31, 2016



Netherlands - Canada

Are you a Dutch cyber, defence or security technology company looking to expand into the North American market? We have an exciting offer for you to soft land in Ottawa - Canada's national hub for the cyber, defence and security sectors, providing you with easy access to the full North American market.

In cooperation with Invest Ottawa, The Hague Security Delta (HSD), InnovationQuarter, and the Dutch Embassy in Ottawa, the Canadian Embassy to the Netherlands has launched the **Canada-Netherlands Cyber and Security Technologies Soft Landing Platform**. This program offers Canadian and Dutch small and medium-sized enterprises (SMEs) a unique opportunity to 'soft land' for a trial period in the respective Dutch and Canadian markets.

Each company will land between January 1st, 2016 and March 31, 2016 for a period of up to three months. Within this period, start dates and duration of soft landings for each company are flexible, and these decisions are tailored to company needs.

The Soft Landing Platform offers

- Access to office space in the City of Ottawa at Invest Ottawa fully funded under this program at no cost to you.
- Mentorship from Invest Ottawa, industry leaders, partners, the Canadian Trade Commissioner Service and the Dutch Embassy in Ottawa.
- Support in accessing financial resources, engaging strategic partners, and refining business models for market opportunities in the NAFTA region.
- Greater exposure to global partners and opportunities to pursue clients.

Why you should land in Ottawa

- Ottawa is a national hub for Canada's cyber, defence and security sectors.
- Ottawa is a G7 capital city and headquarters for federal government departments including the Department of National Defence, Public Safety Canada, the Royal Canadian Mounted Police, the Communications Security Establishment Canada, and the Canadian Security Intelligence Service.

- Ottawa is the most research intense region of Canada. The proportion of scientist and engineers in the workforce is second only to Silicon Valley in North America.

Immigration considerations

Dutch citizens using Dutch passports do not require a visa to enter Canada for business stays under 90 days. While in Canada they are only allowed to work for the Dutch company in which they are employed. Participants of the Soft Landing Platform will be allowed to do normal business activities such as:

- Attending or organizing meetings and business events with companies and potential customers.
- Carrying out commercial activities such as negotiating, lead generation, and closing deals.
- Setting up an office and incorporating a company for the Canadian company they represent.

Please keep in mind you will need a work permit when your stay exceeds a period of 90 days. For more information about regulations, please see www.cic.gc.ca/english/visit/business.asp.



A Soft Landing Program is created to assist companies including startups to carry out international commercialization and export market development activities in a new foreign market through support and startup incubator resources for a trial period. This allows companies to establish customers and partnerships, leading to the possibility of establishing a permanent presence in the foreign market.

Contact

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