



Quebec Regional Council

# Targeting Technology

## Mini Conference

Quebec City • March 22, 2017

CANASA invites you to meet with exhibitors and be part of a day of discussions related to the impact of technology on our industry.

The "Targeting Technology" Mini Conference is in direct response to many of our industry leaders and entrepreneurs who wish to discuss, with their peers, questions relevant to the challenges, threats and opportunities raised by new apps and new technologies.

At the end of the day, we believe that the exchanges between participants will be a source of inspiration to adapt or to integrate new technology.

Put this event on your radar and register now!

### Agenda:

10 a.m.	Registration and breakfast
10:30 a.m.	Welcome
10:40 a.m.	Session 1: Quebec City's Newest Technology
11:40 a.m.	Coffee break
12:30 p.m.	Lunch
1:45 p.m.	Session 2: The Changing Landscape
2:30 p.m.	Coffee break
3 p.m.	Session 3: Opportunites or Threats
4:30 p.m.	Plenary
4:50 p.m.	Session 4: Montréal, Smart and Digital City - Challenges and Opportunities

### Location: (free parking, valet service onsite)

Plaza Antique  
6086 Sherbrooke E  
Montreal, Quebec H1N 1C1

### Cost:

(Includes: registration fee, coffee breaks, lunch, cocktails, exhibition)

### Early Bird (Before March 8):

Member: \$125 plus taxes

Non member : \$150 plus taxes

### After March 8:

Member: \$150 plus taxes

Non member : \$175 plus taxes

### Registration:

Visit "Upcoming Events" at [www.canasa.org](http://www.canasa.org)

Pre-registration required. Deadline for registration is Friday, March 17, 2017.

***All payments must be made prior to the event.***

***Refunds will only be granted up to one week prior to the event.***

### Contact:

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# Quebec Regional Council

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### Mini Conference Sessions

*(Presentations will be in French)*

#### Session 1

10:40 a.m.

##### Quebec City's Newest Technology

- Target to reduce false alarm
- Reviewing by-law regulations for installing companies and monitoring stations
- Introduction of the electronic bypass

**Presenters: Gilbert Auclair, Quebec Police Service and Jacques Lachance, 911 Quebec City Emergency Service**

#### Session 2

1:45 p.m.

##### The Changing Landscape

With DIY systems and the Internet of things (IoT) becoming more and more a reality, the Security market is changing. Learn more about what is happening, who the new players are, and where the industry is going in the Smart Home Space.

**Presenter: Luke Raymond, Interlogix**



Luke has over 16 years of experience in the security industry, and during his tenure has held various sales and technical rolls. He is Network Plus Certified and specializes in networked security with a focus on video systems. He is currently the Sales Manager for Interlogix, a top tier manufacturer for Intrusion, Video, and Access Control solutions, and covers Ontario, Quebec and the Maritime Provinces.

#### Session 3

3 p.m.

##### Opportunities or Threats

CANASA continues the discussion launched by Luke Raymond and invites participants to share their vision and analysis on the impacts new technology is having on our trade. Guest panelists representing both the monitoring stations and the installation of electronic security system will open the floor for the discussion.



**MC: Patrice De Luca, ADT**

As a kick off to our discussion, Patrice De Luca will share the trends and issues on both Canadian and American markets.

Patrice De Luca is currently Vice-President, Business Development for ADT. In his 22 years career, Patrice

has occupied other vice-presidencies where he lead a variety of departments such as marketing, acquisitions, authorized dealers network, product development, customer service and business intelligence. He is one of the key people that has directly contributed to Protectron's explosive growth since 1995, to the successful introduction of interactive services in 2009, and to the sale of Protectron to ADT in 2014.

#### Session 4

4:50 p.m.

##### Montréal, Smart and Digital City - Challenges and Opportunities.

The positioning IOT, telecommunications, security and Big Data.



**Presenter: Monsieur Harout Chitilian, Vice-président comité exécutif, Ville intelligente, Ville de Montréal**

For a second consecutive mandate, Harout Chitilian was elected city councillor, in November 2013 for the district of Bordeaux-Cartierville in the borough of Ahuntsic Cartierville. He is the vice chairman of the Executive Committee of the City of Montreal, and is responsible for administrative reforms, youth programs, digital and smart city strategy and information technology.

During his previous mandate, he held an associate position in the Montreal Executive Committee for files pertaining youth and economic development. In 2011, Harout Chitilian was designated the speaker of the Montreal city council, making him the youngest in the history of the city. Additionally, he served on the executive committee of the Conférence Régionale des élus (CRE) de Montreal, the Corporation of Economic and Community Development in the borough of Ahuntsic-Cartierville, as well as on the board of directors of the MR3 Releve organization. Finally, since 2012 and until very recently, he has been the vice-chairman of the Comité Consultatif d'urbanisme (CCU) in his borough.

A resident of Montreal for more than 25 years, Harout Chitilian received his engineering degree, in 2004, from Ecole Polytechnique de Montreal.



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