

Consulting



Maximise your performance and attract more investment.

TargetSmart



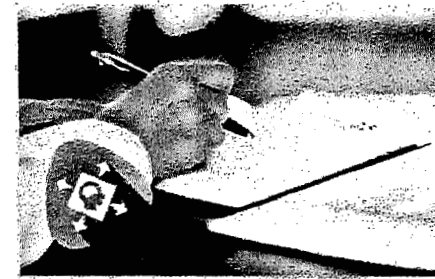
Harness our research team to spend more time selling

Representation



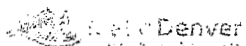
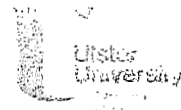
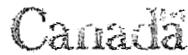
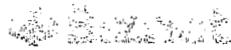
Short or long-term projects as and when you need them.

Intelligence



Cutting edge research into the latest investment trends.

Our Clients



Brad Mix, Senior Investment Director, Prince Edward Island, Canada

We have worked with HMC for almost four years now and have built up a strong working relationship with the team. We are very happy with the service that they have provided us and they have consistently impressed us with both the high quality of their work and their in-depth knowledge and experience across a number of industries in Europe.

Wydaw
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INNOVATION PEI
Corporation Management Professional Services
Fiscal Year 2012-2013

PURPOSE	FORECAST 13-14 Budget	
<u>CONSULTING</u>		
Client-specific work	1,860	
Consulting services - Financial Services Industry	43,208	
Association of Consulting and Engineering Companies Summit	1,469	
Economic and labour market initiative	18,500	
HST presentation	276	
TOTAL CONSULTING	65,313	64,000
<u>LEGAL SERVICES</u>		
Legal services	338	
TOTAL LEGAL	338	500
<u>ACCOUNTING</u>		
Year end audit	38,178	
TOTAL ACCOUNTING	38,178	35,000

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 Innovation PEI
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----- Forwarded message -----

From: **Ciara** <ciara.taggart@hmcglobal.co.uk>
Date: Friday, August 28, 2015
Subject: ITAS Meeting Dublin 29 - 30th Sept
To: Bill Gourlay <bill.gourlay@ideagroup.co.uk>

Hi Bill,

Thank you for your email. I completely understand.

Kind regards,

Ciara Taggart | Business Development Manager

On behalf of Innovation PEI

Tel: [+44 2890 688766](tel:+442890688766) | Website: www.innovationpei.com

From: Bill Gourlay [mailto:bill.gourlay@ideagroup.co.uk]
Sent: 27 August 2015 20:42
To: Ciara
Subject: Re: ITAS Meeting Dublin 29 - 30th Sept

Hi Ciara,

Many thanks for making contact with me.

Given that my company fulfil a similar role to Simplex, and being aware of that ongoing issue, I'm not sure that the timing of a meeting would be great.

Perhaps we should postpone on this occasion.

Best,
Bill

On Thursday, 27 August 2015, Ciara <ciara.taggart@hmcglobal.co.uk> wrote:
Dear Mr Gourlay,

I called your office this morning but I believe you are currently travelling to Ireland. I am just following up on an email which I sent to you regarding your attendance at the ITAS event in Dublin 29 -30th Sept.

Brad would like to meet with you for 15 minutes to learn more about your current operations in the UK and introduce the cost savings and incentives which the Idea Group could achieve by considering Prince Edward Island as a future location.

Ciara Taggart | Business Development Manager

On behalf of Innovation PEI

Tel: [+44 2890 688766](tel:+442890688766) | Website: www.innovationpei.com

From: Ciara
Sent: 25 August 2015 15:04
To: 'bill.gourlay@ideagroup.co.uk'
Subject: ITAS Meeting Dublin 29 - 30th Sept

Dear Mr Gourlay,

Innovation PEI is the Canadian government development agency for Prince Edward Island, Atlantic Canada. I am aware that you will be attending the ITAS event in Dublin (29 – 30th September) as a keynote speaker. Brad Mix, our senior investment director, will also be attending the event and would like to meet you for 15 minutes during one of the breakout sessions.

We are aware that the Idea Group has a strong reputation for designing, building and maintaining innovative solutions for financial services firms. We wondered if you had any long-term plans to expand your operational capacity. Brad would like to learn more about your current operations in the UK and introduce the cost savings and incentives for technology firms locating in Prince Edward Island.

I will follow-up in the next few days to discuss your availability. In the meantime, feel free to suggest some time slots for scheduling a meeting at the event.

Kind regards,

Ciara Taggart | Business Development Manager
On behalf of Innovation PEI
Tel: [+44 2890 688766](tel:+442890688766) | Website: www.innovationpei.com

INNOVATION PEI
Out -of- Province Travel
Fiscal Year 2015-16

IPEI Handout 5

Business Attraction & Emerging Sectors	Destination	Purpose	Amount
Senior Director, Prospecting & Innovation Programs	China	Promote Canadian Startup Visa Program	3,983
	United Kingdom	Execute Financial Services Strategic Plan and attend Summit	4,341
	Ontario/Illinois	Participate in an International Investment and Expansion Forum	2,379
	Hungary/Budapest	Meetings with client examining feasibility of prod. Facility	3,735
	Ottawa/Toronto	Meetings with Senior Directors at DFATD	1,513
	Travel Insurance	Annual Travel Insurance	278
	Korea/China	Investment mission with Global Affairs Canada	3,054
	Toronto		412
Senior Investment Officer - Bioscience	Saint George NB	Client meetings exploring opportunities for a processing facility	681
	Quebec	Attend the Canadian Animal Health Institute Meeting	2,106
Investment Officer - Bioscience	Brazil	Participate in prospecting mission to Brazil	4,554
		Participate in prospecting mission to Germany/UK	780
Business Development Officer - Bioscience	Philadelphia	Attend BIO International Convention	3,464
Program and Policy Analyst			
Investment Officer - IT Software & Gaming	Toronto	Attend a PEI Night to meeting with local businesses and former PEI	2,138
	Boston	Investment Mission re R&D ICT professionals	3,172
	Moncton	Meeting with representatives from Venn Centre re co-working space	169
Senior Investment Officer	Hamburg	Attend Aircraft Interiors Expo	4,855
	Ottawa	Attend CANSEC in Ottawa	1,606
	United Kingdom	Coordinate PEI/UK mission and Tugology in London	6,682
	United Kingdom	UK site visits	7,289
	Paris/Amsterdam	Attend the Paris Air Show	6,148
	Seattle/Van/Toronto	Company visits	3,640
	Rotterdam/Dubai	Attend Europe Marine Trade Show	9,606
	Phoenix/Vegas	Attend NBAA Aerospace Trade Show	3,820
	Halifax	Attend DEFSEC meetings and reception	1,245
	Ottawa	Attend Shipbuilding Canada 1 day event	1,519

**INNOVATION PEI
Out-of-Province Travel
Fiscal Year 2014-15**

	Destination	Date Began	Date Return	Purpose	Amount	
Prospecting & Innovation Programs 150 Senior Director, Prospecting & Innovation Programs	China	April 5, 2014	April 13, 2014	Investment mission to China	4,427	
	Toronto/New York	June 16, 2014	June 20, 2014	Investment meetings	3,265	
	Boston	September 28, 2014	October 2, 2014	Attend the SiBOX Conference for the Swift Network Follow-up meetings in Beijing and new meetings in Shanghai	2,272	
	China	October 24, 2014	November 7, 2014	Attend the Red Hot Locations Conference	9,650	
	Vancouver BC	October 5, 2014	October 9, 2014		2,469	
	China	January 17, 2015	January 24, 2015		4,179	
	Travel Insurance			Annual travel insurance	200	
	Spain				4,162	
	Netherlands/India	January 7, 2015	January 16, 2015	Investment mission to visit 2 companies Follow-up meetings with companies re a PEI business location	9,011	
	Toronto	March 24, 2015	March 26, 2015		2,039	
	Senior Investment Officer - Bioscience	Travel Insurance				210
		Toronto	May 9, 2014	May 15, 2014	Client meetings Attend the Canadian Animal Health Institute Annual Meeting	1,728
		Niagara ON	June 3, 2014	June 5, 2014		1,873
		Toronto	June 24, 2014	June 26, 2014	Attend the 2014 Agri innovation Forum	1,109
		Netherlands	December 6, 2014	December 13, 2014	Investment mission to meet prospective clients	5,350
Fredericton		November 18, 2014	November 20, 2014	Attend the Bioscience IBDA meetings	602	
Quebec		September 22, 2014	September 26, 2014	Attend the Benefeq 2014 Annual Int'l Conference on Hea	2,154	
India		February 10, 2015	February 20, 2015	Investment mission to India to meet clients in Bioscience	5,566	
New Jersey		January 22, 2015	January 25, 2015	Visit Omniactives North American Head Office	2,580	
Investment Officer - Bioscience		Kansas City MO	August 25, 2014	August 27, 2014	Attend the 2014 Kansas City Animal Health Investment F	1,620
		Las Vegas NV	October 6, 2014	October 10, 2014	Attend the 2014 Supply Side West Conference	2,180
		S-Diego CA	June 23, 2014	June 27, 2014	Attend the 2014 Bio International Convention	3,114
Business Development Officer - Bioscience	San Diego CA	June 22, 2014	June 27, 2014	Attend the International Bio 2014 Convention	3,505	
Investment Officer - IT Software & Gaming	Montreal	May 4, 2014	May 8, 2014	Mission re IT Health Sector	2,023	
	Halifax	June 16, 2014	June 18, 2014	Attend Atlantic Venture Forum 2014 Attend the 19th Annual Shared Services Outsourcing Conference	747	
	Orlando	March 8, 2015	March 12, 2015		4,920	
	London/Finland	November 15, 2014	November 22, 2014	Outbound Investment Mission Attend the Cdn Assoc. of Business Incubation annual meeting	9,455	
	Montreal	October 25, 2014	October 29, 2014		1,885	
	Arizona	February 15, 2015	February 19, 2015	Host a booth at the Int'l Assoc. of Outsourcing Professionals	4,361	
	Senior Investment Officer	Western Canada	May 4, 2014	May 9, 2014	Aerospace prospecting mission to BC/Alberta	3,813
		Ottawa	May 28, 2014	May 30, 2014	Attend CANSEC in Ottawa	1,918
Bristol UK		May 17, 2014	May 23, 2014	Investment mission to meet with companies	3,716	
Hamburg/Paris		June 14, 2014	June 21, 2014	Attend International Workboat Show	5,814	
Farnborough UK		July 12, 2014	July 19, 2014	Attend Farnborough Air Show	2,936	