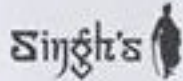


Can Cham
FOCUS ON

**Connecting Canada and Latvia -
Procurement & Services**



with LCdr Ken Narozanski

the

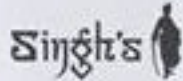
Canadian Chamber of Commerce in Latvia
(CanCham)

Connecting Canada and Latvia

Procurement & Services

with LCdr Ken Narozanski

July 16th, 2019



Corporate Contributing Member



The Exupery International School

Julie O'Donohue, +371 28 123 978. julie.odonohue@exupery.lv

Primary & Middle School, IT & Science Summer School, Council of International Schools (CIS) member

www.exupery.lv



Senior Corporate Member

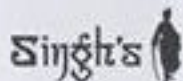


Singh's Restaurant:

Guna Vējiņa, +371 22333444, guna@singhs.lv

Indian food restaurant for private dining, company meetings, receptions, and celebrations plus catering & take out. Individual/private meeting/dining rooms available.

www.singhs.lv <http://cancham.lv/services/singhs>



with LCdr Ken Narozanski

New Members

ExpoCafe

ExpoCafe

Ingars Kalnieks, +371 27 043 010 ingars@cafeolive.lv

Specialist in event catering services, finger-food, coffee breaks, banquets, dining
www.expocafe.lv

Baltic Medical
Destinations

Health With Benefits

Baltic Medical Destinations

Anete Brūna, +371 28 314 369, anete@balticmedicaldestinations.com

Medical Destination Management Coordinator in Latvia for medical examinations, diagnostics and treatment. Full service provider, including logistics, lodging and recreation.

<https://balticmedicaldestinations.com/>



Event Sponsor





Members Sponsoring Members

SACENSĪBAS JĀTNIĒKU SPŌRTĀ
"DROSTALU KAUSS 2019"
20. un 21. jūlijā plkst. 9.00
Iecavas novada „Drostaļās”



Baltic Beach Hotel & SPA
medical spa • conferences
★★★★



C  CCL
Canadian Chamber of
Commerce in Latvia

Save the Date

Thursday, July 25th at 18.30 – The Canadian Club meets at the Baltic Beach Hotel, <https://www.balticbeach.lv/>

Thursday, August 8th at 18.30 – The Canadian Club meets at the Baltic Beach Hotel, <https://www.balticbeach.lv/>

Thursday, August 22nd at 18.30 – The Canadian Club meets at the Baltic Beach Hotel, <https://www.balticbeach.lv/>

Monday, October 7th at 18.30 – AGM

Monday, October 14th at 18.30 - Thanksgiving Dinner

Monday, December 2nd at 18.30 CanCham Christmas

Monday, April 20th, 2020 – Business after hours at the Exupery International School Jaunā iela 8. Pinki. Babītes pagasts. <https://exuperv.lv/>

Today's objectives

- to promote Canadian and Latvian cooperation,
- to introduce the CanCham to the CAF's needs and procurement procedures,
- to introduce the CAF to the services offered by CanCham members,
- To provide an update on recent changes at the CanCham
- to discuss economic cooperation between Canada and Latvia

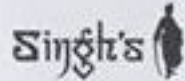
Introducing

LCdr Ken Narozanski,

Contracts Officer,

National Support Element,

**Enhanced Forward Presence Latvia of the Canadian Armed
Forces**



with LCdr Ken Narozanski

Strategic Partnerships

Building Relationships and Trust



What Latvia offers Canadians

- Facilitation for international business
- CETA
- Gateway to
 - EU and Northern Europe
 - Canada and North America
 - Central Asia, Ukraine, Belarus
 - India, Taiwan and the Far East
- A safe business environment
 - NATO and the EU
 - Canadian Armed Forces

Destination Management Coordination (DMC)

see web site

Policy and Procedure – see <http://cancham.lv/dmc/dmc-policy-and-procedure>.

How CanCham's DMC System Works - see <http://cancham.lv/dmc/how-dmc-works>

Case Study #1 – The Technical Partners experience - see <http://cancham.lv/dmc/case-study-1>



DMC's in Canada

Samuel Davidovich

Transcontinental Consulting Company

davidovich.samuel@gmail.com

<http://cancham.lv/services/transcontinental-consulting-company->

Market entry
Trade facilitation
Construction related services
Translation

Located in Toronto, Canada
Region(s) of specialization:
Latvia, Central Asia, South America

Aira Darzins-Chapman

ARD Trading Consulting Agency

airadarzins@gmail.com

<https://www.linkedin.com/in/aira-darzins-chapman-b3048113/>

Market entry
Trade facilitation

Located in Huntsville, Ontario, Canada
Region(s) of specialization:
Canada, Latvia

Jelena Razdorova

Business Development Manager

Jelena.razdorova@gmail.com

<https://www.linkedin.com/in/jelena-razdorova-a731b1b/>

Market entry / Trade facilitation
Investment consulting
Real estate consultations

Located in Montreal, Quebec, Canada
Region(s) of specialization:
Canada, Latvia, Taiwan, Japan

Arnis O. Markitants

arnism@sympatico.ca

<https://www.linkedin.com/in/arnis-markitants-552b9711/>

Market entry / Trade facilitation
Tourism

Located in Toronto, Canada
Region(s) of specialization:
Canada, Latvia

Lucy Damiani

ROOK Media Inc

emergingmarketstrade@gmail.com

<https://www.Rookmedia.org>

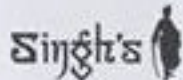
<https://globalcynergies.com/>

Tourism / Concierge Services
Market entry / Trade facilitation

Located in Toronto, Canada
Region(s) of specialization:
Canada, Central Asia, Belarus, Middle East

The role of DMC's in Canada

- **Connect to:**
 - **business partners for CanCham members**
 - **friends, business associates and personal network**
 - **local (Canadian) chambers of commerce seeking opportunities in our region**



DMC's in Latvia

Ed Kalvins

Technical Partners

ed.kalvins@technicalpartners.ca

<http://cancham.lv/services/technical-partners-services>

Market entry / Trade facilitation
Construction related services
Monitoring Consultancy
Investment consulting

Located in Riga, Latvia
Region(s) of specialization:
Northern Europe, Canada

Una Brūna

Latvian American Eye Center

una@laac.lv

<http://cancham.lv/services/latvian-american-eye-center->

Medical Tourism
Healthcare
Medical Services

Located in Riga, Latvia
Region(s) of specialization:
Baltic States (Latvia, Lithuania, Estonia)

Richard Hunter

Ozols America

richard@ozolsamerica.com

Market entry
Trade facilitation
Construction related services

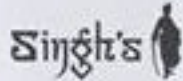
Located in Riga, Latvia
Region(s) of specialization:
Latvia, United States (Atlanta, Georgia area)

The role of DMC's in Latvia

- **Connect to:**
 - **business partners for Canadian entrepreneurs**
 - **A reliable contact network**

CamCham Groups

- Business Support
- Construction Related Services
- Health and Leisure
- Knowledge Services
- Production & Agriculture
- Trade Facilitation & Export



Knowledge Services



Julie O'Donohue

Knowledge Services Group Leader <http://cancham.lv/groups/knowledge-services->
Principal at Exupery International School, <https://exupery.lv/>

- education
- consulting
- translating

Health and Leisure



Una Brūna

Health & Leisure Group Leader

Executive Director at Latvian American Eye Center

<http://cancham.lv/services/latvian-american-eye-center-http://www.laac.lv/en/>

- medical services, medical tourism,
- travel services, accommodation,
- restaurants and catering, leisure activities,
- healthcare related products and equipment

Construction Related Services



Oskars Stankēvičs

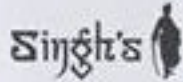
oskars@granitops.lv

Construction Related Services Group Leader <http://cancham.lv/groups/construction->

Member of the Board at SIA "Sillo" (Granitops), <https://en.granitops.eu/>

- construction and renovations
- architectural and interior design,
- monitoring consultancy
- logistics,
- business develop & market entry services,
- furniture
- Canadian companies offering their services in Latvia

Can Cham FOCUS ON



Connecting Canada and Latvia - Procurement & Services

with LCdr Ken Narozanski

Thank you