

# ONTARIO'S ENERGY SECTOR POWERING THE FUTURE

ONTARIO VIRTUAL **ENERGY TRADE MISSION** TO SOUTH KOREA  
MARCH 1-12, 2021

## MINISTRY OF ECONOMIC DEVELOPMENT, JOB CREATION AND TRADE

### International Business Growth Branch

The International Business Growth Branch assists Ontario companies to access international markets by establishing partnerships and distribution channels, and by providing assistance to foreign parties interested in sourcing Ontario products, technology and services. If you are an international buyer looking to source goods or services from Ontario, visit: [SourceFromOntario.com](https://www.sourcefromontario.com).

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### ONTARIO INTERNATIONAL TRADE & INVESTMENT OFFICE, SEOUL

The Ontario International Trade and Investment Offices work to attract foreign direct investment to Ontario and to promote awareness of and access to Ontario-produced goods and services.

Co-located in Canadian foreign missions, the International Trade and Investment Office in South Korea is the first point of contact for business people in South Korea and Ontario who seek more information about doing business in each other's markets. Services include market intelligence, site location assistance and connecting international buyers to Ontario exporters.

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**C4P (CREATIVE FOR PRODUCTS) INC.** is a product development, sourcing and manufacturing company dedicated to making the world a better place.

Our goal is to offer products that are sustainable and environmentally sound through our innovative designs. By using state of the art technology, we provide creative designs and manufacturing solutions to our customers.

Our new solar powered building products are one of our major projects in Canada. Our team of experienced professionals strongly believes in delivering reliable products of the highest quality and providing friendly customer service. C4P is committed to overcoming challenges in collaboration with our partners and customers so we can revolutionize the way people live and how businesses are run on a daily basis.

## PRODUCT AND SERVICE INFORMATION

- Food saving device (New smart food saving features for solar powered appliances)
- Eco solar powered air purifier
- Clean smart sanitizing smart devices
- All our products are designed for green energy and eco environment product distributors and dealers.



Leaders in Sustainable Solutions

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## UNIQUE SELLING FEATURES

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- Green energy products
- Green environmental products
- Food saving products
- New products for new normal lifestyle during and after Covid-19 pandemic

## OBJECTIVES

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- Expand our sales market in South Korea
- Connecting with potential project partners in South Korea
- Export our new designed and manufactured products from Canada to Asia Pacific via South Korea.

[www.c4pinc.com](http://www.c4pinc.com)

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**DEEP TREKKER** works closely with customers in industries ranging from aquaculture, nuclear, search and recovery and the military. Our customers in the nuclear industry include Exelon, EDF, GE, Westinghouse, Duke, Dominion and many others.

Whatever the challenge, Deep Trekker has a submersible robot that can help. We also implement customizations for our customers' more specialized tasks.

## PRODUCT AND SERVICE INFORMATION

Our most useful equipment to the energy industry has been our underwater ROVs for inspection, FME retrievals and cleaning. Deep Trekker have magnetic robots that can crawl on vertical ferrous surfaces for inspection, non-destructive testing and cleaning of structures such as trash racks. Our submersible pipe crawling robots can be used in areas where humans and aerial drones cannot reach.

Our equipment is used in irradiated structures such as reactor vessels, condensate storage tanks (CST) and isophase bus ducts.

## UNIQUE SELLING FEATURES

All of our ROVs can be easily deployed by a sole operator. We have designed our controller to be similar to a handheld video game and intuitive to operate, even an untrained operator can be proficient in under an hour in most situations.

While many of our competitors' systems have bulky control systems or require topside power, our robots are all battery powered. Our revolution ROV can be equipped with a topside power option which enables safe use in reactor vessels.



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## UNIQUE SELLING FEATURES *(continued)*

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Durability is really what sets us apart from our competitors. One reason for this is the magnetic coupling system that is used on our thrusters and wheels. The drive motors are encased in a magnet and then the thruster or wheels fasten over the magnets, which creates a watertight seal that will not wear down over time. There are not any components that are needed to be oiled or greased and no gas cartridges to replace, which are common weak points with our competitors' ROVs and crawling robots. Our ROVs are also quite durable in high radiation areas and can be easily decontaminated. They're also designed with foreign material exclusion in mind.

As compared to the price of having ROV service companies come in and perform inspections, or having dive teams do them, our ROVs are far more affordable in the short and long runs. Furthermore, and perhaps most importantly, Deep Trekker ROVs help mitigate or reduce the risk to divers' lives.

## OBJECTIVES

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- Deep Trekker is seeking to assist South Korean companies save money and lives with our ROVs.
- To expand our business relationships in South Korea and help our new Korea-based reseller partner(s) expand their business.
- We anticipate our South Korean customers will want creative new ways to maximize the utility of the ROVs which we will assist to create new use case studies.

[www.deeptrekker.com](http://www.deeptrekker.com)

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**HATCH** is a global multidisciplinary management, engineering and development consultancy with group companies that have more than 9,000 staff in 70+ offices. Hatch was ranked as a top 20 international design firm according to the Engineering News-Record (ENR) rankings.

Hatch was founded in Toronto, Ontario, Canada in 1955. Hatch today provides consulting, operations support, technologies, process design, project and construction management to clients in three principal sectors: mining and metals; energy and infrastructure.

The company's main offices are in Canada, Australia, South Africa, Chile, China, Brazil, Peru, Russia, United Kingdom and the United States with other several smaller offices worldwide.

## PRODUCT AND SERVICE INFORMATION

Hatch provides engineering, procurement and construction management (EPCM), technology and consulting services to industrial customers in energy, infrastructure and the minerals and metals industry.

## UNIQUE SELLING FEATURES

Hatch has been involved in several CANDU heavy water pressurized reactor (PHWR) projects for decades and has established a close relationship with Canadian nuclear utility clients. Hatch can provide a Canadian market access via partnership to Korean companies that are interested in exporting nuclear decommissioning and decontamination technologies and tools to Canada.

# HATCH

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## UNIQUE SELLING FEATURES *(continued)*

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Hatch has also been developing several nuclear waste management technologies including radioactive waste volume reduction facilities, large scale waste processing facilities, geological repositories and near-surface waste management facilities in Canada. Hatch is looking to work with Korean companies to bring our expertise to the South Korean nuclear decommissioning market.

## OBJECTIVES

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- To seek South Korean partners who would work with us to apply Hatch's nuclear decommissioning planning and waste management facilities expertise in Korea, especially for PHWR decommissioning and provide or co-develop nuclear decommissioning technologies for their application in Canada and Korea.

[www.hatch.com](http://www.hatch.com)

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**KINECTRICS** is a leader in providing life cycle management services for the electricity industry. Trusted by clients worldwide, our expertise in engineering, testing, inspection, and certification is backed by our independent laboratory and testing facilities, a diverse fleet of field inspection equipment and an award-winning team of over 1,000 engineers and technical experts.

From initial design and type testing to operational deployment and maintenance services, Kinectrics collaborates closely with customers to ensure that utility assets perform safely, reliably and efficiently throughout their entire life cycle.

Kinectrics has clients worldwide and provides services to CANDU reactors within Canada and abroad.

Some of our **major clients** include:

- KHNP, KAERI
- CANDU Owners Group
- Ontario Power Generation
- Bruce Power
- Societatea Nationala Nuclearelectrica
- Canadian Nuclear Laboratories
- Nuclear Waste Management Organization
- Canadian Nuclear Safety Commission

## PRODUCT AND SERVICE INFORMATION

We work with our clients to deliver safe and cost-effective solutions across the decommissioning and waste management project life cycle from concept to site end-state, drawing on the integrated capability and experience of our people, process, technology, nuclear licensed laboratories and large-scale facilities.

To augment the direct project experience across all stages of the decommissioning and waste management process, supporting both Canadian-based and international nuclear sites, Kinectrics is able to use its decades of experience with operational and refurbishment services to develop innovative solutions unique to each nuclear facility it serves.



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## PRODUCT AND SERVICE INFORMATION *(continued)*

As South Korean nuclear plants plan for decommissioning, Kinectrics can offer specialized services to support the utilities directly or other suppliers within South Korea in areas of expertise, including:

- Strategy planning and analysis
- Site/facility characterization
- Waste management options
- Decommissioning plans and schedules
- Transition management
- Waste retrieval and processing
- Waste volume reduction
- Regulatory support
- Tooling fabrication

Some of our **target customers** in South Korea would include:

- KHNP
- KAERI
- KEPCO E&C
- Hyundai
- KORAD

In addition to the above services, Kinectrics services the transmission and distribution sectors of the electricity market. From our headquarters in Toronto, Canada we offer expertise in high voltage and high current testing using our state-of-the-art laboratories. Clients from around the world have come to us to test equipment such as cables, transformers, switchgear, overhead lines and electrical safety equipment. Kinectrics has also provided consulting and asset management services to utilities and large industrial customers to assist in improving reliability of their assets.

## UNIQUE SELLING FEATURES

- Kinectrics brings over 100 years of CANDU experience and experience with decommissioning and waste management processes
- Known for our ability to deal with difficult problems including mixed waste streams
- Have world-class in-house expertise and laboratory facilities to find solutions
- Strong regulatory and licensing expertise and are currently supporting work for other clients on decommissioning planning
- Perform work to the highest quality standards and have full project management capability to perform complex, multi-disciplinary projects with multiple stakeholders.

## OBJECTIVES

Kinectrics wants to expand services in the South Korean market and support current and future activities for waste management and decommissioning of nuclear facilities.

Our goals for this mission include:

- Learn about the needs of the market
- Further strengthen our customer relations in South Korea
- Understand avenues to support R&D for the South Korean market
- Target opportunities where Kinectrics can provide the most value to our customers

[www.kinectrics.com](http://www.kinectrics.com)

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**SCREAMING POWER INC.** builds/manages a brandable mobile energy data platform for both utilities and property owners/managers. Screaming Power has two main solutions: Scream Utility and Scream Enterprise.

Scream Utility is a customer engagement, e-data management and analysis platform for utilities. It provides automated customer issue management, meter/bill data delivery, conservation engagement and outage management, while reducing paper, operations and marketing costs.

Scream Enterprise provides organizations that manage buildings: energy costs, reports on performance and presents KPIs in a user-friendly format, while utilizing leading research to ensure building analytics are accurate.

**Our key target markets/customers:**

**Scream Utility:** Energy utilities (electricity, natural gas and water). Our customers are Canada and the Caribbean and have expanded our marketing efforts into the US, Asia and Middle East.

**Scream Enterprise:** Organizations that manage multiple buildings and are concerned with their energy footprint.

## PRODUCT AND SERVICE INFORMATION

**Scream Utility:** We have created and managed a brandable mobile platform as a SaaS (energy data platform) that seamlessly supports electronic energy data management for utilities. Our utility-branded app revolutionizes customer engagement by removing data islands and providing secure 2-way communications to engage customers with relevant data to make informed energy decisions while reducing the utility's operational costs. Its target customer is any utility (electricity, natural or water) and the platform supports any size utility from small to large.

**Scream Enterprise** is a mobile app, cloud, analytics platform that helps public and private energy consumers manage their energy footprint and reduce costs while properly managing your energy and building footprint.



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## PRODUCT AND SERVICE INFORMATION *(continued)*

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This app reduces the effort in managing information from multiple utilities. It also increases the accuracy and usefulness of your building energy data by integrating with other critical information (e.g., weather data or market data) to properly organize, socialize and share key data so management, operations and third parties can help in your goal to understand, manage, and reduce your energy consumption.

Designed for multiple buildings, multiple users to help manage efforts to conserve and track energy efficiency to support continuous energy improvement programs. It is designed for cities, municipalities and other branches of government tasked with the oversight of energy usage, tracking, monitoring, and reporting on public buildings. The applications are also designed for senior management, property managers and others interested in oversight of energy consumption across a portfolio of buildings.

## UNIQUE SELLING FEATURES

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Our solutions are “mobile first”, where the energy data platform (MaaS) sits along side the utility and enterprise IT infrastructure and can be implemented quickly without interfering with a utility’s / enterprise’s existing IT business processes and quickly implemented to support any conservation/cleantech initiative. Since its inception, Screaming Power has performed joint research with Canadian colleges and universities to develop standardized data tools that can cost effectively be used across utilities of any size (in any market, foreign or domestic) by leveraging machine learning that quickly adapts to adhoc data structure/standard changes (which is common in the energy industry).

Most competitors’ customer engagement tools lock in the information and are mainly web-based but may still be viewable in a mobile, which

limit their capabilities and end-user reach (e.g., Notifications), are difficult to upgrade and evolve, and do not use the newest mobile technologies.

Our platform uses AI/machine learning for energy management that adapts to many cases, such as green energy, EV charging, IoT, storage, etc. We provide strategies/tools for energy users (both residential and commercial) to make informed decisions for building energy conservation. Scream Enterprise provides organizations that manage many buildings, the tools to manage their energy footprint through utilizing our leading-edge research (leveraging our proprietary patent pending weather normalization and cognitive conservation algorithms using AI/machine learning) to ensure building analytics are accurate to support Smart City initiatives.

## OBJECTIVES

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- Establish working relationships through partnerships and direct sales (dependent on the market setting).

[www.screamingpower.ca](http://www.screamingpower.ca)

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**SNC-LAVALIN** provides leading nuclear technology products and full-service solutions globally. The company is the OEM for CANDU® nuclear power reactors. Following the acquisition of Atkins, a UK-based engineering consultancy and project management firm, SNC-Lavalin maintains a 3,000+ strong nuclear team consisting of engineering, procurement, construction and project management experts.

SNC-Lavalin has unparalleled expertise in decommissioning and waste management for light water and CANDU® reactors, customized solutions for the full lifecycle of CANDU® and LWR plants and offers an integrated suite of services to plant operators and designers. SNC-Lavalin executes life extension projects and designs and delivers state-of-the art CANDU® reactors, capable of operating on many types of fuel including natural uranium, mixed oxide, recycled uranium and thorium.

## PRODUCT AND SERVICE INFORMATION

**Waste Management and Decommissioning:** We offer a full range of services for decommissioning and remediation, site management, management of spent nuclear fuel, transportation of nuclear material and environmental clean-up of legacy sites. With decades of experience developing and carrying out plans for decontamination and decommissioning of federal nuclear assets in the US, the UK and Canada, we thrive on the most complex cleanup challenges. Through Comprehensive Decommissioning International, our US-based Joint Venture company, we use our expertise and innovative tools such as digital twin modeling to ensure safe, rapid and economic decommissioning of shuttered commercial nuclear reactor sites.

**Reactor Vendor Solutions:** Our experience as the steward of CANDU® technology, along with BWR/PWR reactor experience, qualifies us as a trusted partner to any reactor vendor. From SMRs to Advanced nuclear reactors, we are able to tailor solutions to any of our client's needs. Having designed and licensed multiple reactors, all our solutions integrate industry best practices, new technologies and the latest safety standards.

**Major Projects Delivery:** We have a proven delivery framework and a team of experienced individuals to successfully execute major projects



**SNC • LAVALIN**

PEOPLE. DRIVE. RESULTS.

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## PRODUCT AND SERVICE INFORMATION *(continued)*

under various delivery models and have a track record of delivering new build projects on time and on budget. We successfully deliver large-scale projects across the nuclear lifecycle such as life extensions, nuclear site management and waste management and decommissioning facilities.

**Operations and Maintenance Services:** We understand what services are required and when they are needed to ensure each nuclear system in the plant fulfils its expected life and delivers effective long-term, low-carbon energy. Our solutions are tailored to the needs of each client and include best-in-class engineering, design, consulting, onsite services, and project management.

**Site/Asset Management:** Through the management of cleanup heritage sites in the US and Canada along

with the operation and revitalization of government and research laboratories, we have the talent and knowhow in operations and transformation of complex nuclear sites.

**Products and Technologies:** Investing in the latest products and technology enables us to deliver innovative solutions to maximize the value of nuclear assets around the world. We have a world class intellectual property portfolio featuring over 200 patents in the nuclear sector.

Our products include tooling and inspection and digital services to execute class waste management, life extensions. We also supply water treatment processes and equipment, solid waste handling processes and equipment, chemical decontamination strategies as well as interim and final storage container options to achieve cost effective waste management.

## UNIQUE SELLING FEATURES

SNC-Lavalin is a global leader in engineering, procurement, construction and project mgmt. helping governments and main stakeholders achieve their green energy targets through creating, developing and applying green technologies within the nuclear industry. We have the experience, people, technology and vision to cover every facet of the nuclear lifecycle from engineering design to operation and life extension as well as waste mgmt., decommissioning and clean-up of radiologically contaminated sites.

As the OEM and stewards of CANDU® technology, we have extensive experience working in South Korea having completed the Wolsong Nuclear Power Plant on budget and schedule then offering ongoing operations

and maintenance services. We have the required experience and knowledge to successfully execute projects of various sizes and complexity in the Korean market in partnership with our Korean counterparts.

Furthermore, our team members have a proven track record in creating and utilizing novel technologies to digitalize complex nuclear projects with the aim of derisking project execution and reducing execution costs. Through the use of digital twins, machine learning and advanced robotics systems, we help our clients successfully and safely execute some of the most challenging problems across the nuclear life cycle from design, operations and maintenance to waste management and decommissioning.

## OBJECTIVES

- Showcase made in Ontario expertise and capabilities in nuclear and green technologies.
- Build stronger relationships with our counterparts in South Korea.
- Market our decommissioning technologies in South Korea.

[www.snclavalin.com](http://www.snclavalin.com)

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**SURVALENT** is a trusted provider of advanced distribution management systems (ADMS) for electric, gas, transit and water/wastewater utilities worldwide.

Over 630 customers in 40 countries have implemented the SurvalentONE platform to improve operational efficiencies, customer satisfaction and network reliability.

The company's comprehensive substation automation solution, Survalent StationCentral, delivers advanced control and monitoring for enhanced network performance and protection.

## PRODUCT AND SERVICE INFORMATION

SurvalentONE ADMS, StationCentral substation automation, SCADA, OMS Outage Management System, DMS Distribution Management System, ADMS Advanced Distribution Management System and Remote Implementations for ADMS.

## UNIQUE SELLING FEATURES

Survalent customers range from small to large electric, gas, water/wastewater and transit utilities worldwide. This diversity gives us a broad perspective and a tremendous base of experience. Over 650 utilities in 40 countries rely on the SurvalentONE platform to effectively operate, monitor, analyze, restore and optimize operations.

# Survalent.

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[www.survalent.com](http://www.survalent.com)

## **UNIQUE SELLING FEATURES** *(continued)*

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By supporting critical utility operations with a fully integrated solution, our customers have significantly improved operational efficiencies, customer satisfaction and network reliability.

Many of our customers have expanded beyond their initial Survalent SCADA investment to include our outage and distribution management solutions, resulting in over 800 successful implementations. And since 1983 – when we first began tracking this information – our customer retention rate is 97.7%.

## **OBJECTIVES**

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- To obtain business opportunities in the utilities sector, power generation SCADA, renewables power plant monitoring solutions and to recruit system integrators/partners in South Korea.

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