

## INTERNATIONAL BUSINESS DEVELOPMENT (IBD) POST-EVENT REPORT FOR CDA ANNUAL CONFERENCE 2018 QUEBEC CITY, CANADA – OCTOBER 13-19, 2018

Report prepared by Tanushree Sharma, Coordinator CDA IBD Working Group

The Canadian Dam Association organized its Annual Conference from 13-19<sup>th</sup> October in Quebec City. Over 330 delegates and 49 Exhibitors, attended this event, including 40 from outside Canada.

The International Business Development (IBD) Working Group organized a luncheon on 15<sup>th</sup> October with the objective of introducing the Working Group members to Canadian companies that are interested in participating in CDA's international business development activities. The IBD Working Group took this opportunity to inform delegates of previous work done in Peru, Brazil and Vienna and also appraised them of future plans in developing countries such as India, Nepal and Africa. Canadian companies were requested to indicate their interest by 30 November 2018, in time to apply for the GOA funding in 2019.

Meetings were also held in Quebec City with representatives from Mainstream Energy Solutions of Nigeria, and WAPCOS Limited of India.



***CDA IBD Working Group with the Nigerian Delegation from Mainstream Energy Solutions Ltd.***

*L to R:  
Siraj Abdullahi (Executive Director, Mainstream Energy), Tanushree Sharma (IBD Coordinator), Clare Raska (IBD Coordinator), Col. A.A Peters (Director, Mainstream Energy) and Tony Bennett (IBD Lead)*



***Meeting with WAPCOS Limited, a Government of India Undertaking***

*L to R:  
Mohit Suri (Deputy Manager, Hydro Power, WAPCOS), Tanushree Sharma (CDA), Tony Bennett (CDA), Amitabh Tripathi (Executive Director, D&R, WAPCOS)*