







with H.E. Kevin Rex

Canadian Government Ambassador to Latvia

the

Canadian Chamber of Commerce in Latvia (CanCham)

Canada and the Canadian Embassy

May 13th, 2019









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Senior Corporate Members



Indian Restaurant and Bar

www.singhs.lv



Mobile telephone operator. Internet provider.

https://www.bite.lv/lv









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New Members

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/









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Medical Insurance for CanCham Members

- The main issue:
 - Individuals and/or small companies are not eligible
- CanCham:
 - Provides critical mass (minimum number) = group insurance
- Implementation date:
 - June 1st
 - Cannot join later.
- Information
 - Check CanCham news for information









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Changes in Group Responsibilities

- Una Brūna: added responsibility for
 - Hotels & Dining
 - Travel & Recreation
 - to the Healthcare and Medical Tourism Group
- Oskars Stankēvičs: added responsibility for
 - Logistics
 - to the Construction Related Services Group
- Julie O'Donohue takes on responsibility for the Knowledge Services Group which includes:
 - educational institutions
 - consulting services







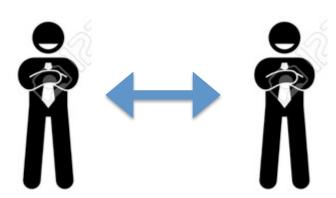


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Strategic Partnerships Building Relationships and Trust















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We need to position the CanCham

to provide advantages

not provided by others









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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









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The CanCham's main "Clients"

- Canadian Businesses
- International businesses that want to do business with Canada through
 Latvia = development of strategic partnerships
- Embassies
- Large corporations









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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









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DMC's in Canada

Samuel Davidovich

Transcontinental Consulting Company
davidovich.samuel@gmail.com
http://cancham.lv/services/transcontinental-consultingcompany-

Aira Darzins-Chapman

ARD Trading Consulting Agency

airadarzins@gmail.com https://www.linkedin.com/in/aira-darzins-chapman-b3048113/

Jelena Razdorova

Business Development Manager

<u>Jelena.razdorova@gmail.com</u>

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

Market entry Trade facilitation Construction related services Translation

Market entry Trade facilitation

Market entry / Trade facilitation Investment consulting Real estate consultations Located in Toronto, Canada Region(s) of specialization: Latvia, Central Asia, South America

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

Canada, Latvia

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









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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









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DMC's in Latvia

Ed Kalvins

Technical Partners

ed.kalvins@technicalpartners.ca

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

Una Brūna

Latvian American Eye Center

una@laac.lv

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

Richard Hunter

Ozols America

richard@ozolsamerica.com

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

Medical Tourism Healthcare Medical Services

Market entry Trade facilitation Construction related services Located in Riga, Latvia Region(s) of specialization: Northern Europe, Canada

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

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









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Save the Date

Wednesday, May 15 at 15.00 - CanCham Knowledge Services Group meeting at the Exupery International School

Monday, June 3 at 18.30 – CanCham "Speed Dating" Networking event at Singh's Restaurant on Ģertrūdas iela

Friday, May 31st at 18.00 – Ladies' Night at the Spa at the Baltic Beach Hotel

Sunday, June 30 at 14.00 - Canada Day Celebration at the Baltic Beach Hotel









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Introducing

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the Canadian Ambassador to Latvia









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Thank you