AGENDA | BUSINESS IN TANDEM – BUSINESS OPPORTUNITIES BETWEEN BOSTON & MONTRÉAL

📍 **Virtual Mode:** Zoom Platform
📅 **Date:** December 11, 2025
⏰ **Time:** 10:00 a.m. – 12:00 p.m. (Eastern Time)
ℹ️ **Program:** 90 minutes, followed by an optional 30-minute networking session

---

Time	Agenda
10:00 a.m.	**Opening remarks** Reyna Obregon, Project Manager, International Market Development Chamber of Commerce of Metropolitan Montreal
10:02 a.m.	**Welcome remarks** • Valérie Poulin, Director Market development, Ville de Montréal • Segun Idowu, Chief of Economic Opportunity & Inclusion, City of Boston **Closing thanks by Reyna Obregon**
10:07 a.m.	**Introduction to the experts** by Reyna Obregon, Project Manager, CCMM
10:08 a.m.	**Cybersecurity ecosystem in Montréal (Québec)** Pascal Fortin, CEO, Cybereco - 8 minutes
10:18 a.m.	**Cybersecurity ecosystem in Boston (Massachusetts)** John Petrozzelli, Director, MassCyberCenter - 8 minutes
10:28 a.m.	**Q&A session with experts**
10:35 a.m.	**Introduction to the business panel** Reyna Obregon, Project Manager, CCMM
10:35 a.m.	**GoSecure** (Montréal, Quebec) Julien Turcot, Senior Vice President, Sales & Marketing – 4 minutes
10:40 a.m.	**Qohash** (Montréal, Quebec) Mark Levoir, Director, U.S. Sales – 4 minutes
10:45 a.m.	**Fortinet** (Boston, Massachusetts) Nicholas Haas, Major Account Manager – Boston & Bill Carter, CISSP Public Sector Cybersecurity Strategist US Public Sector – 4 minutes

Time	Agenda
10:50 a.m.	**Rapid7** (Boston, Massachusetts) Sabeen Malik, Vice President, Global Government Affairs And Public Policy - 4 minutes

Business panel discussion
Five questions to share the experiences of cybersecurity companies in Montréal (Quebec) and Boston (Massachusetts), highlight their successes and challenges, and identify new opportunities for other players in the sector across these markets.

Questions for the Montreal–Boston cybersecurity business panel

1. **Concrete experiences and successes**
   Could you share a concrete example of a cybersecurity project or initiative that your company exported to Montreal or Boston, and the lessons learned?

2. **Challenges and obstacles**
   What challenges did you face in developing, deploying, or scaling your exported cybersecurity services in Montreal or Boston, and how did you overcome them?

10:55 a.m.

3. **Adapting to market trends**
   How does your company adapt to emerging cybersecurity trends, such as cloud security, data protection, or regulatory compliance?

4. **Cross-sector collaboration and partnerships**
   Have you developed collaborations with other sectors (e.g., finance, healthcare, manufacturing) to strengthen your cybersecurity solutions? What lessons can you share?

5. **International expansion**
   What advice would you give to companies looking to export their services internationally, as you have? Do you have tips or best practices to share?

11:20 a.m.	**Audience Q&A**
11:30 a.m.	**Closing remarks** & launch of networking session
11:30 a.m.	**Optional networking –** all attendees allocated to breakout rooms
12:00 p.m.	**End of program**

Panel:

- Two companies from Montréal (Quebec) and two from Boston (Massachusetts)
- Experts from the first segment may also contribute to the discussion

In partnership with: Montréal