



### Canadian Corner The RSPA Wave Rolls Into Montreal



On Thursday, April 14, 2016, RSPA returned to Canada for its first Canadian Community networking event in Montreal, Quebec. The event was held to coincide with the dates of SIAL Canada, the country's largest food service tradeshow and conference. Hosted at the Le Place D'Armes Hotel & Suites, the evening was an opportunity for Canada-based resellers and vendors to connect over food and beverages.

Members and prospective members were invited to join RSPA that evening for a night of networking, food & beverages and a short program.

There were over 80 attendees (about half were RSPA members), and almost 40% of those attendees were made up of resellers. The gathering included a healthy mix of Distributors, Software Developers, Hardware Manufacturers, Card Brands and Payment Processors making this event another great representation of the POS Ecosystem and RSPA Membership.

In addition to networking, the event featured an agenda, which included providing attendees more information about the benefits of RSPA membership. Long-standing Canadian Committee chair, Jacques Lapierre (BlueStar Canada), kicked things off with a greeting in both French and English—a nod to French-speaking Quebec.

Star Micronics' Jean-Luc Major followed at the podium, highlighting the numerous benefits available at RSPA's RetailNOW® 2016 event, emphasizing the education programs and invaluable networking that can be gained from attending.

Closing the program was RSPA's Bob Fiorentino, who touched on the resources available through RSPA Membership. During his remarks, he brought up the night's hottest topic: PCI QIR



Miriam Lenarduzzi and Luc Barbeau



Jacques Lapierre



Jean-Luc Major



Bob Fiorentino

certification. He emphasized how RSPA has supported our members' efforts to get certified—through access to discounted certification, as well as webinars and continuing education courses at RetailNOW.

The three hour event was capped off with a few lucky attendees receiving several hundred dollars in door prizes.

#### Help us Turn the Tide in Canada, too!

As the POS and retail technology industry grows, the need for an association like RSPA grows too. With education, industry access, advocacy and business support, the RSPA offers all companies in the POS ecosystem a trusted resource and connection point in a fast-moving and advancing industry.

If your company is located or does business in Canada, consider joining the Canadian Community. The live events continue to help keep members of the Canadian Community engaged with RSPA, and continue to help grow the association's presence in Canada. Through these events, new companies have been added to RSPA, but doors have been opened for individuals within current member companies who work primarily in Canada.

#### Save the Date!

The next community event will take place at RetailNOW 2016, on Monday, August 1. Any registered attendee of RetailNOW is invited to join us at the Gaylord Texan hotel in Grapevine, Texas.

A special thank you to our Canadian Community Sponsors—these supporters continue to be one of the driving forces behind the success of this community. If you have any questions about the event, RSPA Canadian Community or sponsorship opportunities please contact Membership@GoRSPA.org or visit [www.GoRSPA.org/Canada](http://www.GoRSPA.org/Canada).

—Contributed by Stephen Gift

#### Canadian Community Sponsors

