

The Chamber of Commerce of Metropolitan Montreal and Montréal International present twelve avenues for efforts to reinforce the connectivity and internationalization of Greater Montréal

Improving the productivity and internationalization of our economy

1. Maintain sector and R&D incentives that enable companies to be competitive on the international scene and attract investment.
2. Ensure that all business support programs promote internationalization and encourage them to adopt an international market development strategy as soon as possible.



Increase the volume of exports and ensure the competitiveness of logistics hubs

3. Support the growth of SMEs on foreign markets by reinforcing export support organizations that have proven expertise and a critical mass.
4. Award Investissement Québec International the mandate to offer personalized support to major Québec organizations to significantly increase their exports.
5. Entrust the organization of structuring trade missions to organizations that have recognized expertise through a four-part strategy:
 - a) Market preparation strategy;
 - b) Kick-off strategy;
 - c) Recurrence strategy;
 - d) Reverse trade missions.
6. Increase the capacity and competitiveness of logistics hubs and strategic assets in Greater Montréal.

Reinforce the attraction and retention of foreign direct investment

7. Ensure fluid coordination of organizations involved in prospecting for foreign investment to enable Greater Montréal to stand out from the competition through increased agility and speed of action.
8. Step up prospecting and support efforts for foreign companies and subsidiaries doing business in Greater Montréal to bring their investment projects to fruition.
9. Put Greater Montréal on the international map with a strong, unifying, distinctive brand image, drawing inspiration from international best practices.

Attract and retain international talent

10. Position Greater Montréal and Québec as leaders in attracting international talent and students, in particular by:
 - a) strengthening organizations that have proven expertise in the area;
 - b) making a far-reaching communication effort, both in Québec and internationally, underlining the importance of openness to immigration and to position the metropolitan region as a destination of choice;
 - c) facilitating study permits for French-speaking international students;
 - d) reducing processing times for residency applications.
11. Plan immigration to meet labour needs in Québec and gradually increase the number of economic immigrants by:
 - a) gradually increasing the share of permanent immigrants who already have temporary status (workers or students) so they account for at least 50% of permanent economic immigration;
 - b) ensuring the regionalization of immigration in Québec is not done to the detriment of labour needs in Greater Montréal.

Accelerate data exchanges

12. Promote access to public data and a 5G network to encourage innovation and investment by:
 - a) establishing clear guidelines for good data governance and equipping companies for cybersecurity;
 - b) promoting the range of data available and 5G opportunities to increase its use, stimulate innovation and promote the creation of new business models with strong internationalization potential.

A study by:



The Chamber of Commerce
of Metropolitan Montreal



Montréal
International

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AIR CANADA



In cooperation with:



Communauté métropolitaine
de Montréal

Montréal

Québec



International Connectivity Central to Greater Montréal's Growth

What can we learn from the most competitive metropolitan regions in terms of exports, innovation and attracting investment and talent?

Study highlights
January 2020

To consult the full version of the study (in French only), visit www.ccm.ca/etudeINTL2020

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Background

In 2018, the Chamber of Commerce of Metropolitan Montreal and Montréal International published the study *Greater Montréal: Connected Globally for More Collective Wealth*. The study showed that in order to support long-term economic growth, the metropolitan region has to leverage international trade and its connectivity.

Study objectives

Entitled *International Connectivity Central to Greater Montréal's Growth*, the second edition of this study looks at nine metropolitan regions that are some of the top performers in terms of exports, innovation and attracting investment and talent, and sets out strategies and best practices to increase the internationalization - the connectivity - of Greater Montréal.

