



+ Building win-win relationships  
between government and financial  
services industry firms.



**Remillard Consulting Group (RCG)** is a unique, Ottawa-based, bilingual consulting firm specializing in providing private sector, government & trade association clients with creative, research-grounded solutions to business issues and public policies involving the Canadian financial services industry.



+ RCG President, Richard Remillard, has unparalleled senior financial services expertise in the private, public and trade association sectors.

Notably as Special Assistant to a federal Minister of Finance, Vice-President of the Canadian Bankers Association, Executive-Director of Canada's Venture Capital and Private Equity Association (CVCA), Director of MRS Trust (a subsidiary of Mackenzie Financial Corporation), Public Affairs manager with Bank of Montreal (BMO) and as President of RCG.

Established in 1996, RCG clients have included: CVCA, CIBC, BMO, OSFI, BDC, Senate Banking, Trade and Commerce committee, IFIC, UBS, Industry Canada, FinTrac, Retail Council of Canada, the Competition Bureau and Credit Union Central of Canada. Richard Remillard has also been a member of, and advised, Boards of Directors in the private and not-for-profit sectors.



## + Building win-win partnership-based relationships between government and financial services industry firms.

### + Where RCG can assist you and your organization and where RCG has been active:

- + Preparing actionable reports on access to capital challenges affecting small and medium-sized enterprises (SME's) across a range of industries, from advanced technologies to traditional manufacturing sectors such as textile and apparel;
- + Understanding government policies and programs in the venture capital sector and private equity sectors, including the Venture Capital Action Plan (VCAP);
- + Developing fundraising marketing strategies for venture capital and private equity funds;
- + Understanding the Start Up visa program and entrepreneurial and investor immigration policies and programs;
- + Building win-win partnership-based relationships between government and financial services industry firms and trade associations;
- + Analyzing the state of the venture capital and private equity market in Canada – venture capital and private equity fundraising, investment and financial performance trends, challenges and opportunities;
- + Assessing the implications of the presence of foreign venture capital, private equity and funds of funds in the Canadian marketplace for Canadian funds and businesses;
- + Tackling issues facing financial services industry trade associations including membership growth and retention strategies and delivering high value-add services to members;
- + Reviewing the application of the HST to the financial services sector, particularly the alternative asset classes;
- + Developing public policy instruments for promoting the innovation economy, including tax policies and programs;
- + Assessing the business powers of deposit-taking institutions in terms of a level playing field amongst competitors in the context of Bank Act review;
- + Analyzing the roles of crown corporations and foundations in the Canadian financing ecosystem; Targeting sources of capital from non-traditional suppliers, including defense contractors, Aboriginal-led groups and Family Offices;
- + Measuring gaps in the Canadian financing ecosystem and developing strategies for addressing those gaps;
- + Examining the roles of pension funds as institutional investors;
- + Investigating the role of retail investors in early-stage company financings, including labour-sponsored venture capital corporations, incubators/accelerators and crowd funding;
- + Assessing the level and nature of competition in the Canadian financial services industry and the opportunities and obstacles facing for new entrants, both domestic and international;
- + Weighing the competitiveness and performance of the financial services industry;
- + Preparing and executing public and governmental communications strategies for financial services industry participants.



FINANCIAL SERVICES PUBLIC POLICY SOLUTIONS

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