

A World Leader in Innovation
Come and grow with us!

HUEGO ELECTRIC'S LED STREETLIGHT CONVERSION PROJECT



THE CHALLENGE

Companies looking to enter North American markets with foreign technology are challenged to build business cases and market credibility in order to generate sales.

THE APPROACH

Chinese LED lighting manufacturer, HueGO Electric, a member of the China Gold Fortune International Group, partnered with Summerside Electric to facilitate live product testing, product support and certification. This followed from meetings with City and Provincial officials about helping CGF to establish a manufacturing presence in Canada.

THE RESULTS

HueGO has commenced product deployment and testing, installing over 300 LED streetlights in Summerside and partnering with the community college for full-scale research into product capabilities and performance.

BACKGROUND

The City of Summerside first began working with Beijing's China Gold Fortune International Group to further the City's mandate of furnishing an environment in which to grow the economy, further new employment and improve the quality of life for residents. CGF specializes in developing and producing intelligent instruments and next-generation products, which they currently export to Eastern Europe, Southeast Asia, South Asia and Central Asia. As a major consumer of every product CGF makes — including LED lighting, smart meters and IC card meters — the Summerside/CGF partnership is proving to be a perfect fit.

SEE OVER FOR MARKETING YOUR OWN INNOVATION



LIVING LAB

City of Summerside
Prince Edward Island

About the Summerside Living Lab

A Living Lab is a platform for industry to collaborate with government in exploring real-world issues and demonstrating how innovation can provide solutions. The overarching goal of Summerside's Living Lab is to advance innovation and create export development opportunities in partnership with early start-ups or established enterprises, while assisting the City's growth.

The Lab brings together partners with a shared vision that will produce results for those who wish to build business models for advanced deployment in earlier stages of product life.

With its unique and empowering infrastructure, Summerside is a test bed for firms looking to develop real market solutions, validation, and full-scale deployment of products and services.

In Summerside we understand...

- ▶ **The Problem:** A Business faces challenges validating its technology through rapid testing, prototyping and commercialization. Providing product credibility presents a major barrier.
- ▶ **The Solution:** A municipality devoted to reducing development time and validation in a fail-fast/fail-cheap environment — a unique opportunity for rapid commercialization.
- ▶ **The Bottom Line:** Summerside provides a robust and sophisticated environment with a unique range of empowering assets including its own electrical company, renewable energy and fibre optic network. It operates in a completely open and mutually beneficial collaborative manner.

Come and grow with us!

If you are interested in validating your technology for North American markets:

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