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## NEWS

# STARTUP WORKING TO SOLVE COVID-19 SUPPLY CHAIN PROBLEMS

## SMARTRICITY

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A Georgetown startup is innovating as part of a project to produce crucial ventilators to fight the COVID-19 pandemic.

Smartricity Inc., based in Georgetown, specializes in mining, food processing, renewable energy, and the industrial sector, and has been brought on to the ventilator production project by Baylis Medical to solve the unique problem of how to supply, build, and support the ventilator supply chain used in Canada and internationally.

"The world is in panic mode right now," said Michael Sonsogno, Smartricity co-founder and CEO. "We are seeing the virus spread and evolve daily. Global demand for ventilators is in the millions. The need for this critical medical device is giving Smartricity, and other companies, the opportunity to take a look at all aspects of this essential technology."

Sonsogno said the supply chains developed in North America by this project will

benefit patients and health-care systems around the world.

Smartricity's role in the project is to innovate the supply chain and procurement of blower motors, a critical component of the ventilators.

"While Smartricity has always focused on supporting the critical machine market, this assignment is unique," said Mike Cowen, co-founder and COO of Smartricity. "We are working with numerous companies on this mission-critical project."

While Smartricity has worked with some of the involved partners before, Cowen said this is a unique project.

"It's not often that electric motors are involved in supporting the fight against a global pandemic. The ventilator blowers are a critical component and right now, global demand is exceeding capacity, he said. While a project like this often has a scope of nine to 18 months for planning, modelling, and prototyping, demand for ventilators worldwide has reduced the timeline to weeks.

"We believe and hope that over the next several months the global demand for ventilators will drop, and hospitals will be treating fewer coronavirus patients, thereby easing demand for this life-saving equipment," Sonsogno said. "Globally, there is a realization that the supply chains supporting ventilators and other medical equipment are in need of significant improvement."

# legal matters | LITIGATION

## ASK THE PROFESSIONAL

**LOCKYER**  
**+HEIN** LLP  
BARRISTERS + SOLICITORS



**Todd C. Hein**  
Partner  
Family/Divorce Lawyer

**Q**

**I have a motion in family court coming up. How should I present my case?**

**A**

As a result of COVID-19, the Courts were "closed" to normal proceedings in mid-March. The Courts have, however, dealt with a number of urgent matters, and there have been a number of written decisions about those matters. During this unusual time, filing of court materials is done electronically, and hearings are heard via Zoom videoconferencing. With this format, the Court is especially interested in maintaining efficiency and manageability. A consistent message communicated by the Court from the decisions we have seen is that court materials must (still) comply with the rules of the Court and evidence. Moreover, it is very important that materials filed are clear, concise, and relevant. The "KISS" principle certainly applies as Judges do not want to have to sift through volumes of information that is petty, irrelevant and scandalous – they did not really like that before. Consider: What your case is about? What do you have to prove? And how can you make your points in an informative and efficient manner that does not wade into inflammatory rhetoric that can sometimes permeate family law court filings. Keep it short, to the point, and take the high road whenever possible. We are happy to meet you for a free consultation about your matter at one of our three offices, including 8 Guelph Street, Georgetown, in the Lounsbury Life & Group Insurance Benefits building. Have a great weekend.

### OFFICE LOCATIONS

#### GEORGETOWN

8 Guelph Street  
905 452 7400

#### BRAMPTON OFFICE (Main)

350 Rutherford Road S., Suite 320  
905 452 7400

#### CALEDON EAST

15955 Airport Road, Suite 201  
905 584 4545

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