

Focus Academy Partners Expands to Toronto to Support International Deep-tech Commercialization in Canada and the U.S.

New Canadian presence strengthens Focus Academy Partners' ability to support science-based companies pursuing market validation, partnerships, pilots, and commercialization across North America.

San Francisco, California Jun 1, 2026 ([IssueWire.com](https://www.issuewire.com)) - Focus Academy Partners, a market development and technology commercialization firm supporting science-based and deep-tech companies entering North American markets, today announced the launch of its Toronto office, expanding the firm's operating presence across Canada and the United States.

The Toronto presence strengthens Focus Academy Partners' ability to support international companies commercializing into the Canadian market, the U.S. market, or both. The expansion comes as more science-based ventures seek localized validation, pilot opportunities, regulatory and commercial guidance, corporate partnerships, and market-entry support before making significant investments in local teams or infrastructure.

Focus Academy Partners works with companies across life sciences, healthcare, climate, food and agriculture, advanced materials, and industrial deep tech. Its programs support market-entry strategy, stakeholder discovery, regulatory and commercial pathway assessment, pilot planning, customer engagement, and partner development.

"Toronto strengthens our base to support international founders and companies entering Canada, the United States, or both," said Kate Gunning, Managing Founder of Focus Academy Partners. "For science-based companies, commercialization is not just about introductions. It requires regulatory awareness, customer validation, partner development, pilot design, and a realistic path to revenue in each market."

The expansion also reflects Focus Academy Partners' long-standing cross-border operating experience and Canadian roots.

"As a Canadian founder who has spent years helping international companies navigate North American markets, this expansion is both personal and practical," said Jayaranjan "J" Anthony Pillai, Managing Founder of Focus Academy Partners. "Canada is not just a gateway. It is a major innovation and commercialization market, with strong opportunities across healthcare, climate, food and agriculture, advanced materials, and industrial deep tech. We help companies determine whether Canada, the U.S., or both best align with their growth strategy."

Focus Academy Partners collaborates with international accelerators, government economic development agencies, corporate innovation teams, and company builders to help emerging technology companies validate market opportunities and build practical commercialization pathways.

The Toronto office will serve as a Canadian base for international cohorts, corporate partners, and ecosystem stakeholders seeking to connect scientific innovation with market access, customer discovery, pilot development, and commercial execution across Canada and the United States.

About Focus Academy Partners

Focus Academy Partners is a specialized market development and technology commercialization firm supporting international science-based companies and founders entering Canadian, U.S., and broader North American markets. The firm provides hands-on strategic and execution support across market validation, commercialization readiness, stakeholder discovery, pilot development, and partnership building.

Led by Managing Founders Kate Gunning and Jayaranjan “J” Anthonypillai, Focus Academy Partners supports life sciences, healthcare, climate, food and agriculture, advanced materials, and related deep-tech sectors through a global network of advisors, technical specialists, operators, and commercialization experts.

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