

Our Purpose



More, and more successful,
world-beating tech
companies in Canada.

COMMUNITECH

Pulling together – the Waterloo Region way



COMMUNIT**TECH**

Waterloo Region Tech Sector

Considerable growth and success over the last 14 years

- Total revenue has grown: from \$00's of millions in 1997 **to \$18 billion in 2010**
- New technology firms have emerged: from 50 tech firms in 1997 to **more than 711 firms today**
- **Over 200 tech startups**
- 631 patents granted per million (3x national average)
- **28,000** new jobs have been created at tech firms since 1997
- 123% growth rate in software engineering careers
- **2000** tech jobs currently available
- Deal flow in invested venture capital, private equity and angel financing, has grown from \$7 million in 1997 to **\$300 million in 2008**

“Work together”



“get ‘er done”



A group of people, including men and women, are gathered on the deck of a boat. They are dressed in light-colored shirts and dark trousers. The boat has a wooden railing and is on a body of water. The background shows a blue sky and a distant shoreline.

“a bigger goal”

A black and white photograph showing an astronaut's boot stepping on the lunar surface. The boot is positioned in the upper left, and its treaded sole is visible. The moon's surface is dark, dusty, and covered in small rocks. A distinct shadow of the boot is cast onto the ground. In the upper right corner, there is a teal-colored rectangular box containing the text "Moonshot" in white.

“Moonshot”

COMMUNIT**E**CH



Half a score and five years ago...



Waterloo Region

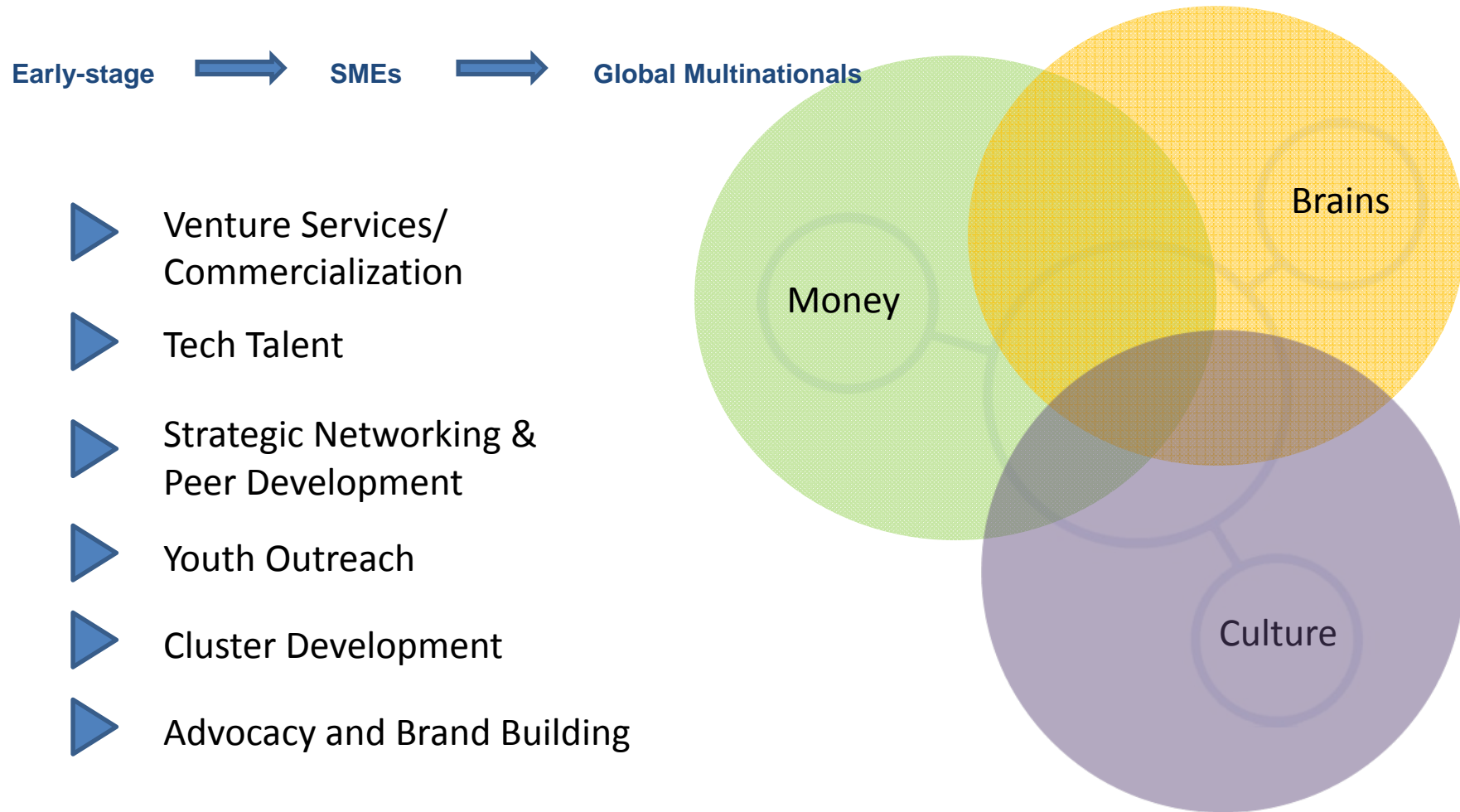
is a Tier One tech sector in North America where tech companies start, grow and succeed.

The best place to start and grow a tech company in North America. Period.

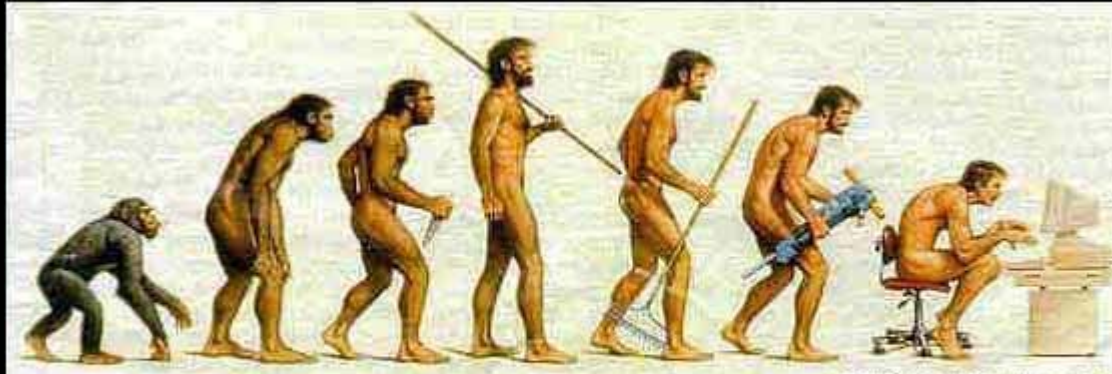
Our religion

- Intentionality – art and science
- Evangelism and determination
- Local
- Community & identity
- Culture
- Contact – mix it up – network
- Partnership
- Bridge to the outside
- Make the world take notice
- Urgency

Communtech works with companies at all stages of growth



We've evolved...



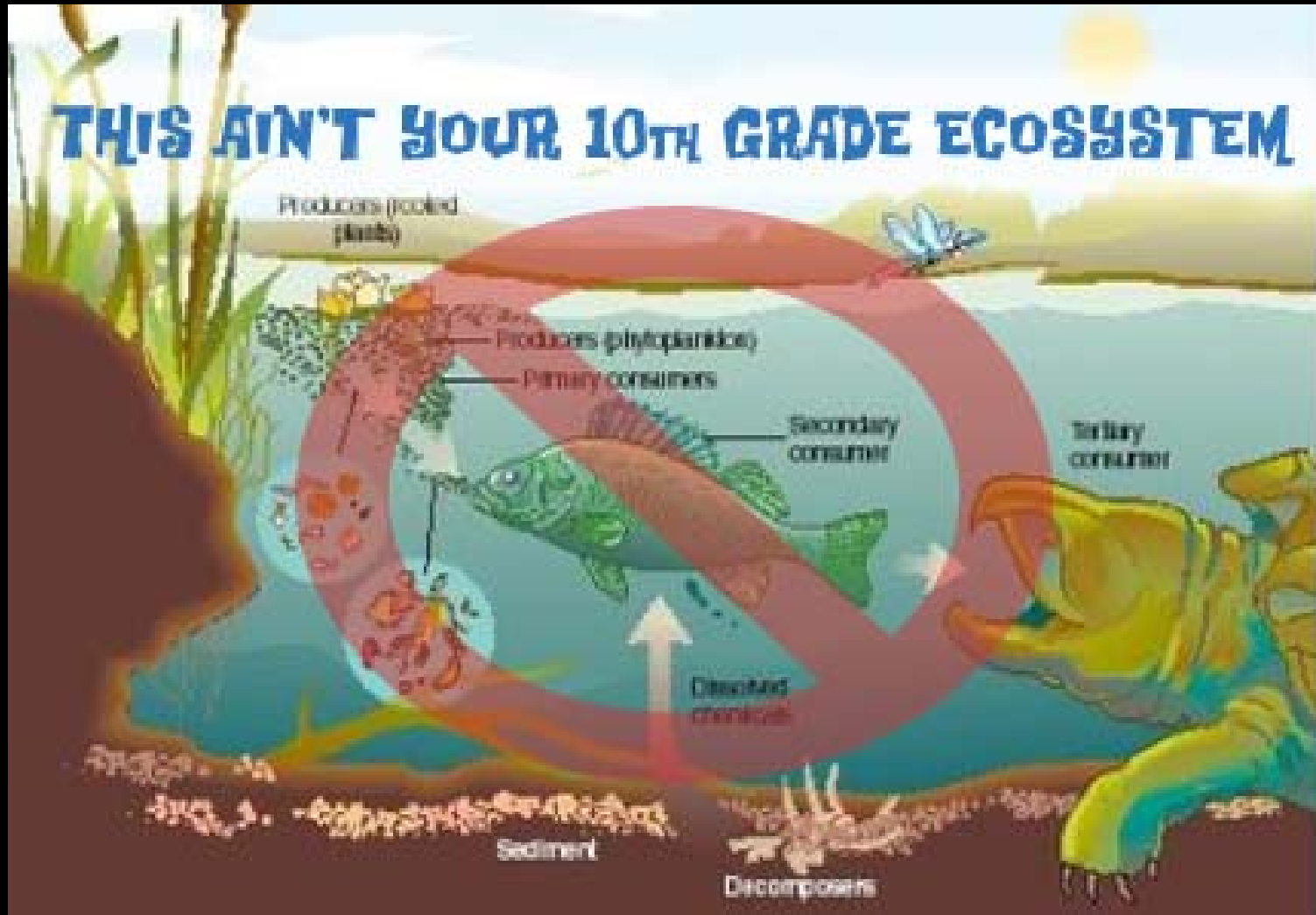
1997 – 2004
Trade association

2007 – 2009
Tech Driver organization

2004 – 2007
Information hub

2010+
Enabling organization
& ecosystem catalyst

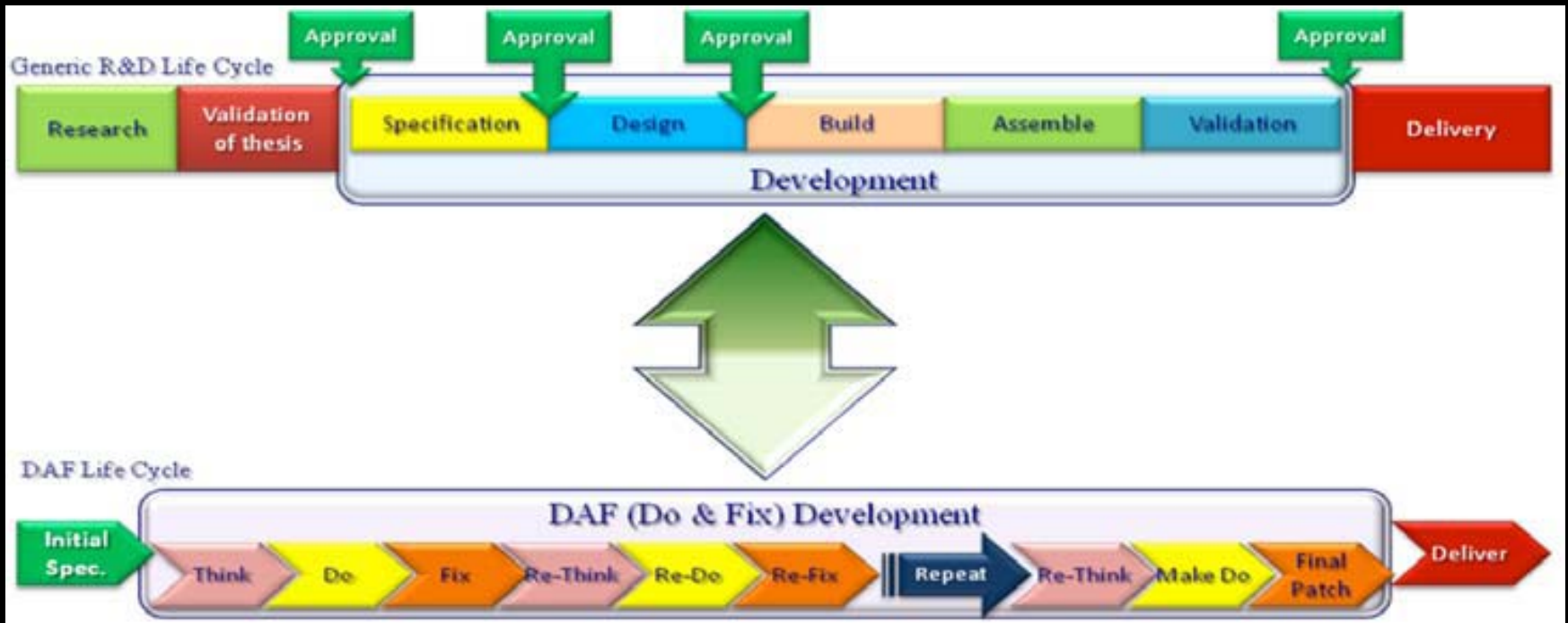
Ecosystem approach

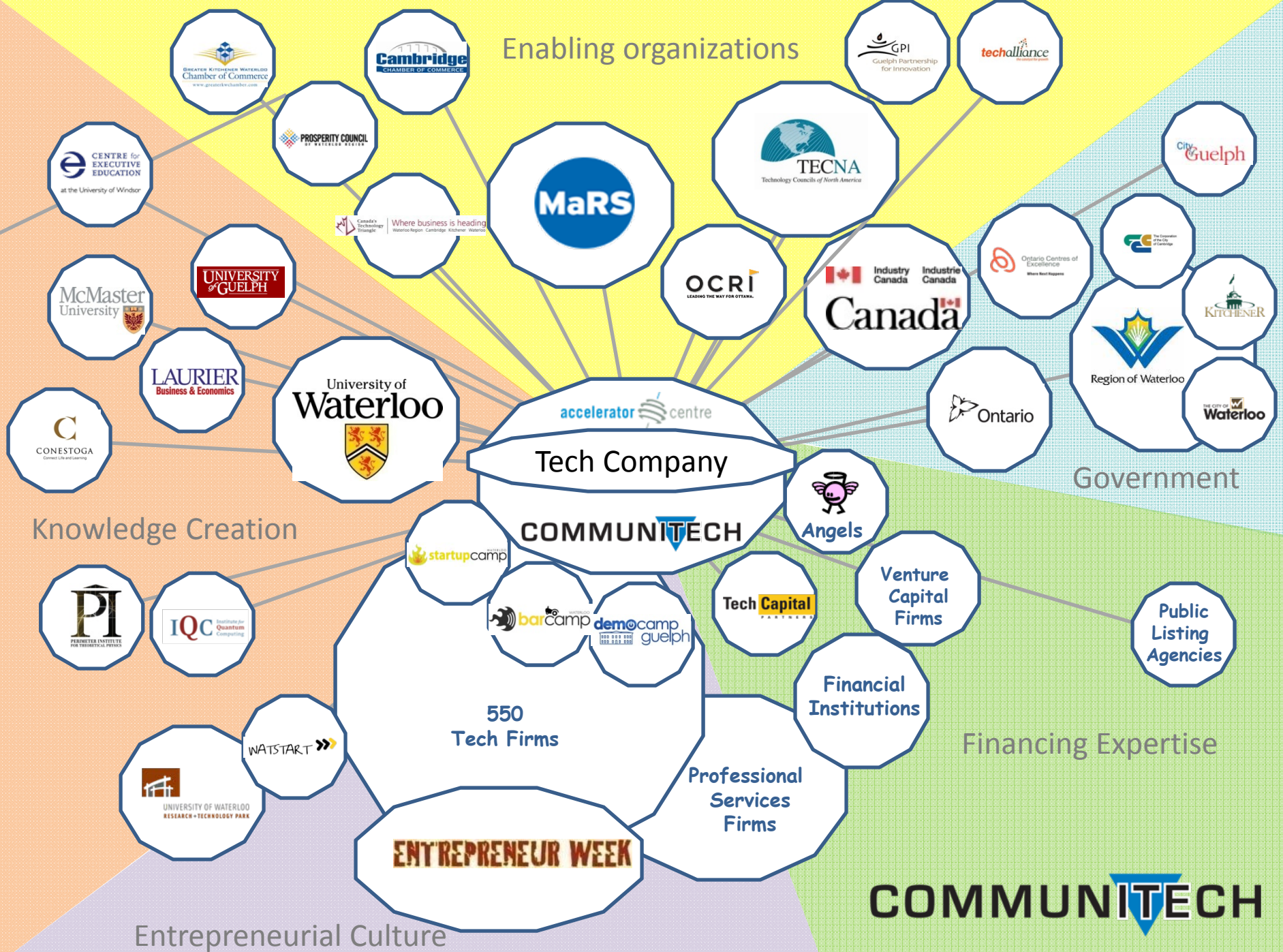


Traditional models have

failed!

Or this....





Enabling organizations

MaRS

TECNA
Technology Councils of North America

OCRI
LEADING THE WAY FOR OTTAWA

Industry Canada Industrie Canada
Canada

Ontario

Government

City of Guelph

Ontario Centres of Excellence
Where Smart Happens

Region of Waterloo

KITCHENER

THE CITY OF WATERLOO

accelerator centre
Tech Company
COMMUNITECH

Angels

Venture Capital Firms

Public Listing Agencies

Financing Expertise

Tech Capital

Financial Institutions

Professional Services Firms

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Knowledge Creation

University of Waterloo

UNIVERSITY OF GUELPH

LAURIER
Business & Economics

CONESTOGA
Connect. Learn. Grow.

PI
PERIMETER INSTITUTE FOR THEORETICAL PHYSICS

IQC
Institute for Quantum Computing

WATSTART >>>
UNIVERSITY OF WATERLOO
RESEARCH + TECHNOLOGY PARK

Entrepreneurial Culture

ENTREPRENEUR WEEK

550 Tech Firms

startupcamp

barcamp

democamp
guelph

CENTRE for EXECUTIVE EDUCATION
at the University of Windsor

Greater Kitchener Waterloo Chamber of Commerce
www.greaterkwchamber.com

PROSPERITY COUNCIL
BY WATERLOO REGION

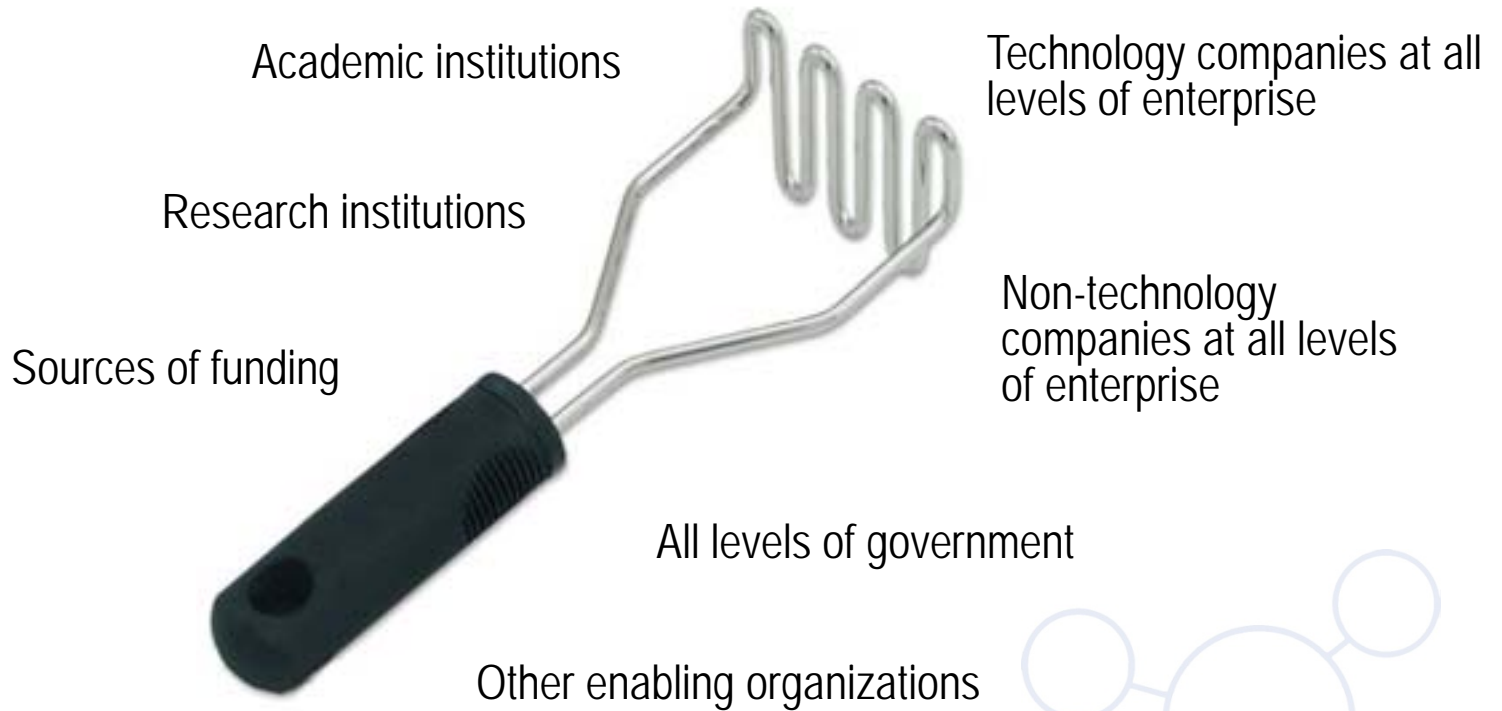
Canada's Technology Strategic
Waterloo Region Cambridge Kitchener Waterloo

Cambridge
CHAMBER OF COMMERCE

GPI
Guelph Partnership for Innovation

techalliance

a mash-up of informed linkages



Every player matters!

At risk of updating a time-honoured
old proverb

“It takes a village to raise a child”

Today:



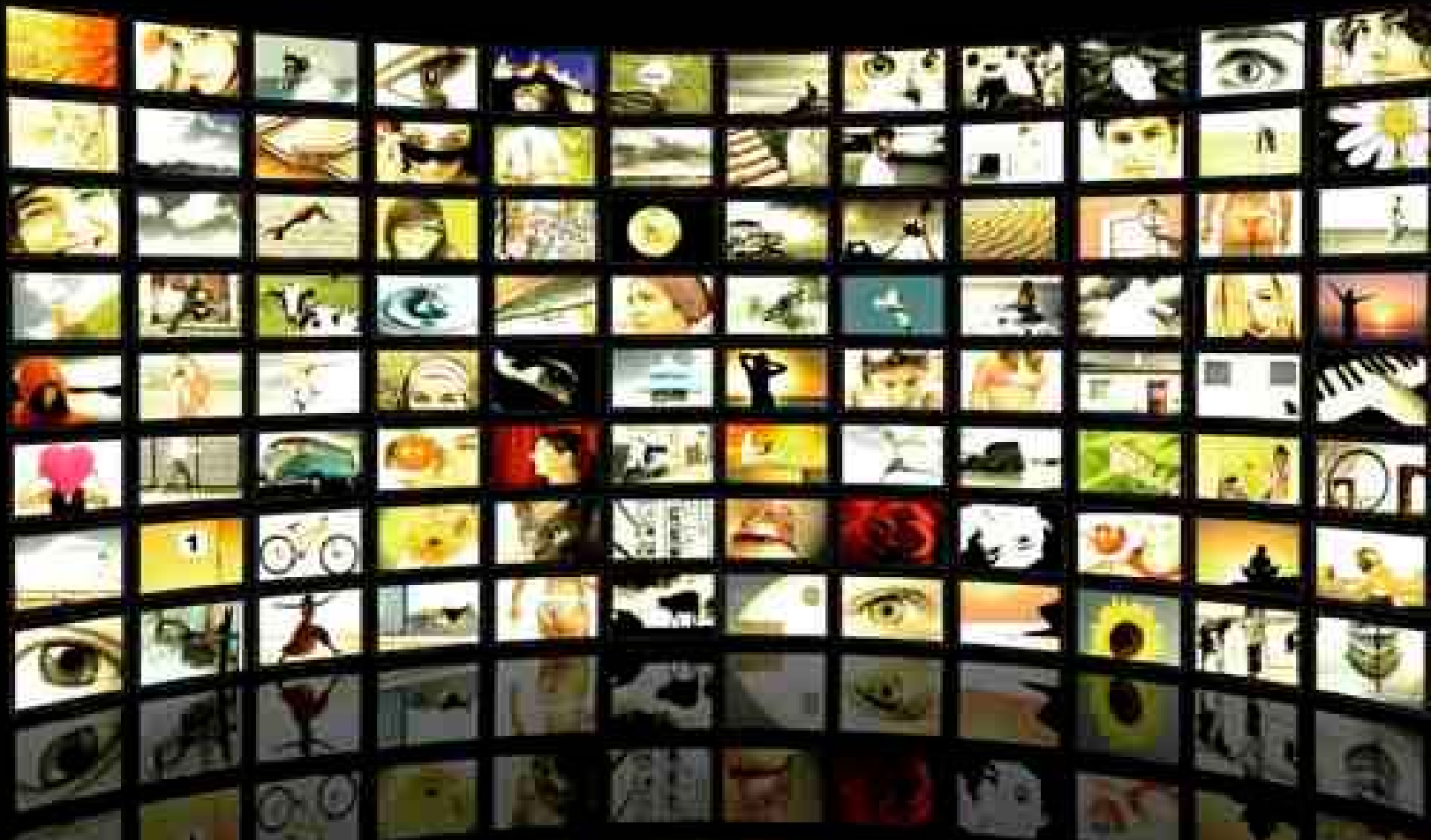
“It takes a community to grow a tech company”

What's next for
COMMUNITECH



mobility





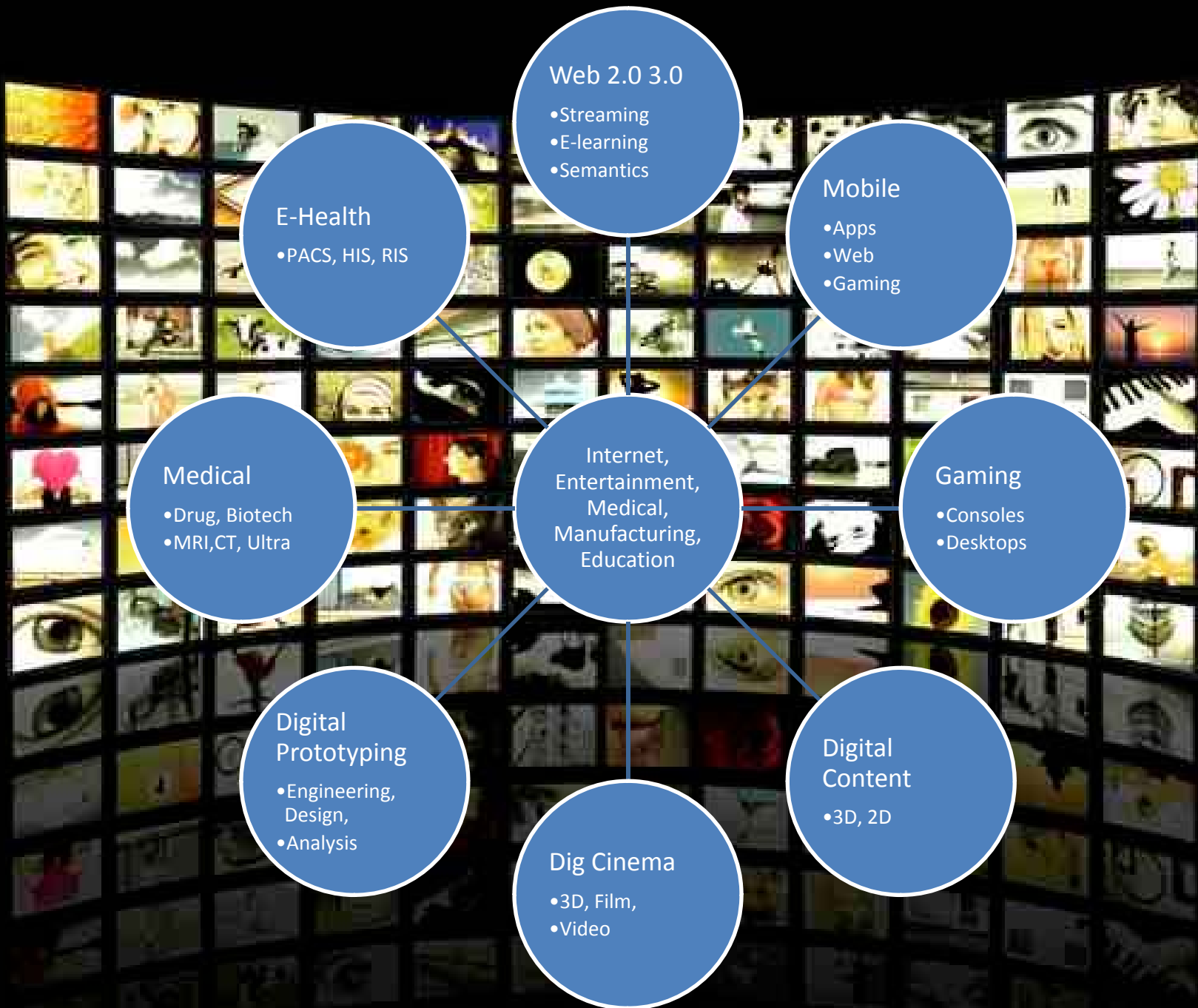
Digital Media

It's where the
puck is going



digital media underpins
many sectors...





And
every
report
says...

It's where
the
growth
lies in ICT!

\$2.2 Trillion?

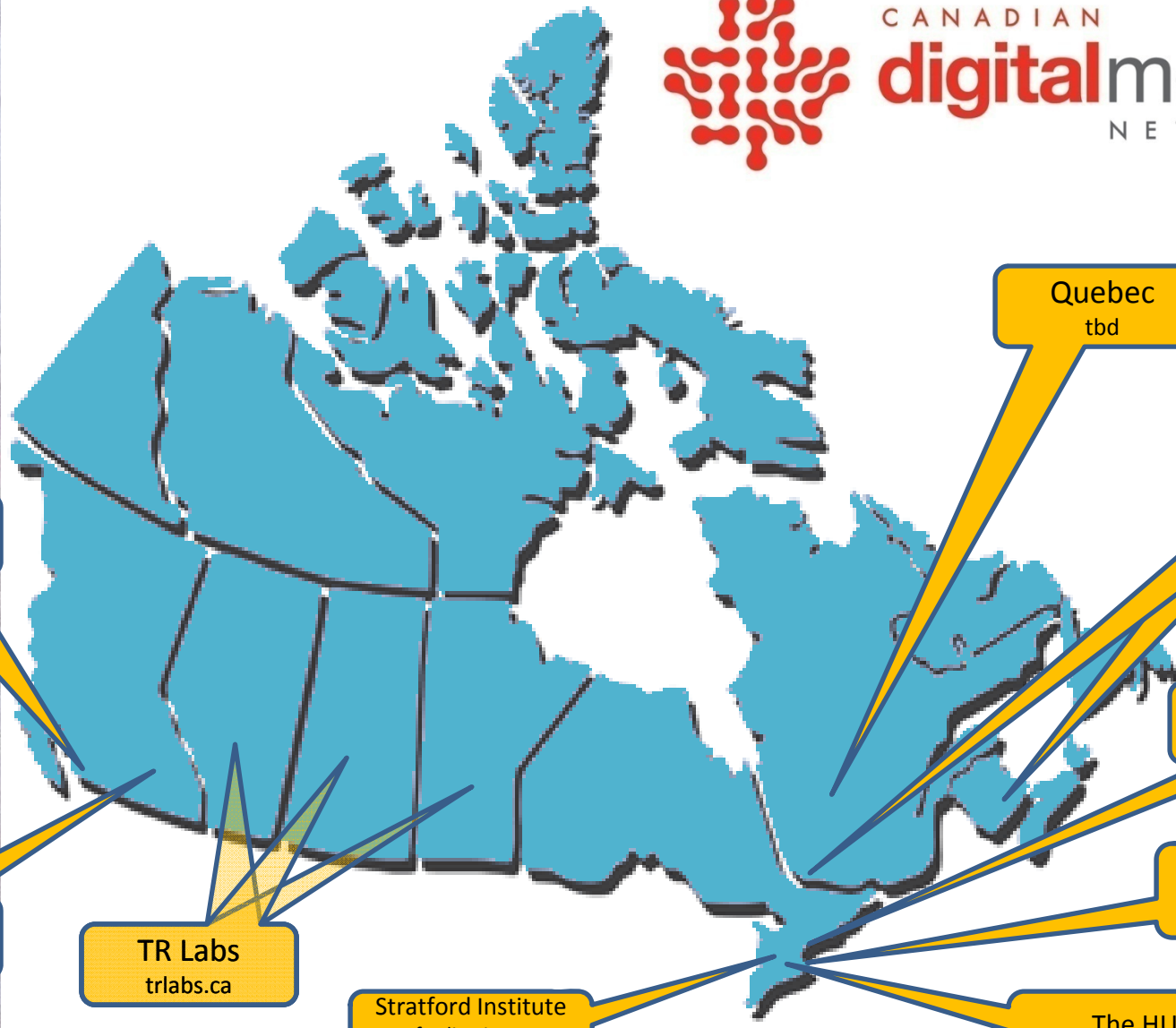
It's not about where the
technology is going...

It's where the money will
be made.

COMMUNITECH
THE HUB
DIGITAL MEDIA & MOBILE ACCELERATOR

COMMUNITECH





Wavefront
wavefrontac.com

ORIC
oric.ca

TR Labs
trlabs.ca

Stratford Institute
stratfordinstitute.uwa
terloo.ca

Quebec
tbd

NRC
bit.ly/9uLt6G

MaRS
Marsdd.com

nGen
ngen-niagara.com

The HUB
www.communitech.ca



It's about business...



LIVE what you do.™





Follow the tech company

Commercialization requires “commerce”!



What we're learned?

- Intentionality
- Hard work
- Pull together
- Moonshot
- Look to where the opportunity lies

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COMMUNITECH



Defining Canada's Digital Future

Canada's premier Digital Media Forum
May 10-11, 2010 Stratford, Ontario



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Questions?