Our Purpose

More, and more successful, world-beating tech companies in Canada.
Pulling together – the Waterloo Region way
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 bigger goal”
Half a score and five years ago...
The best place to start and grow a tech company in North America. Period.
- 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
Communitech works with companies at all stages of growth:

- Early-stage
- SMEs
- Global Multinationals

- Venture Services/Commercialization
- Tech Talent
- Strategic Networking & Peer Development
- Youth Outreach
- Cluster Development
- Advocacy and Brand Building
We’ve evolved...

1997 – 2004
Trade association

2004 – 2007
Information hub

2007 – 2009
Tech Driver organization

2010+
Enabling organization & ecosystem catalyst
Ecosystem approach
Traditional models have failed!
Or this....
a mash-up of informed linkages

Academic institutions
Research institutions
Sources of funding
Technology companies at all levels of enterprise
Non-technology companies at all levels of enterprise
All levels of government
Other enabling organizations

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.
It’s about business...
Follow the tech company

Commercialization requires “commerce”!
What we’re learned?

- Intentionality
- Hard work
- Pull together
- Moonshot
- Look to where the opportunity lies
Canada’s premier Digital Media Forum
May 10-11, 2010, Stratford, Ontario

Defining Canada’s Digital Future

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Questions?