

We help tech companies start, grow & succeed

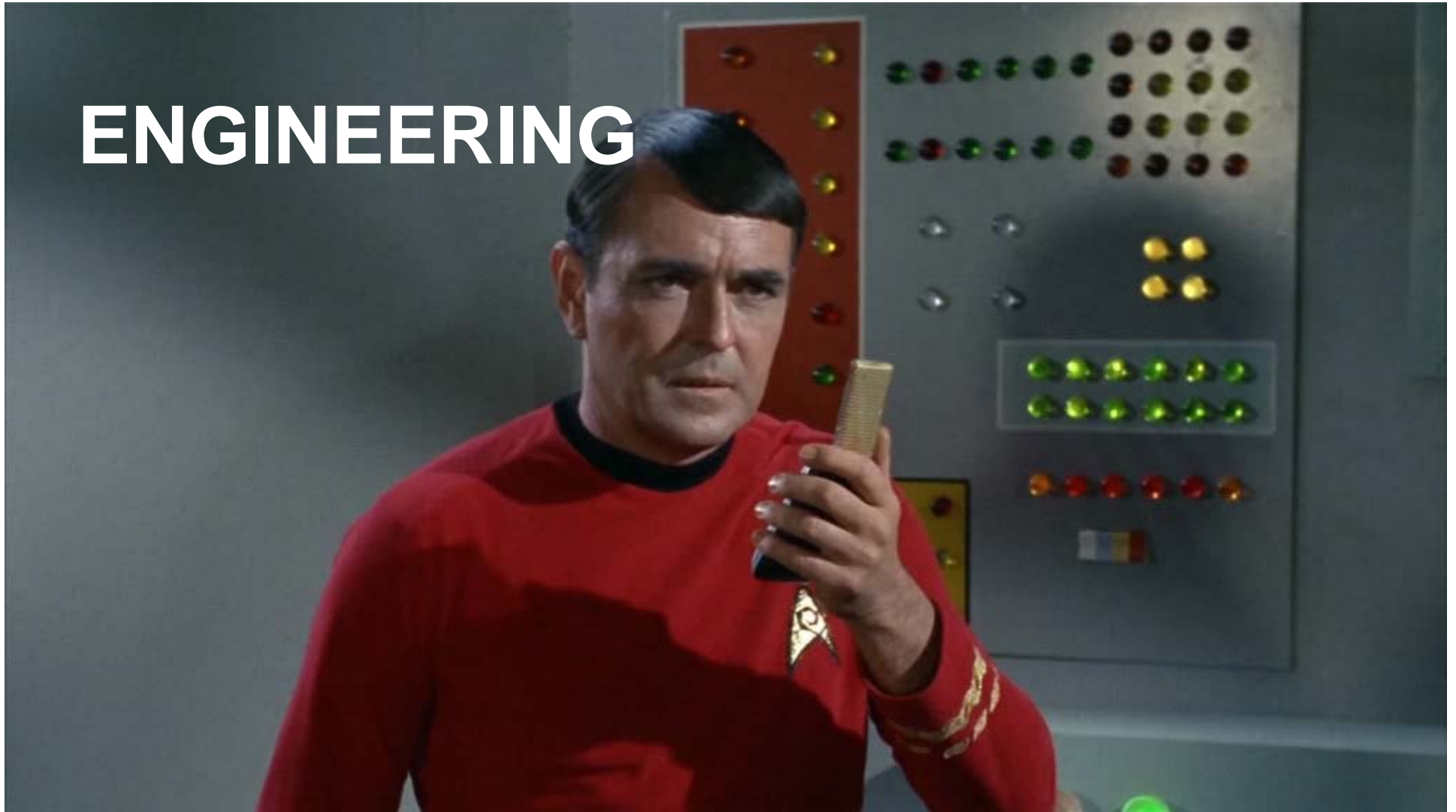
COMMUNITECH



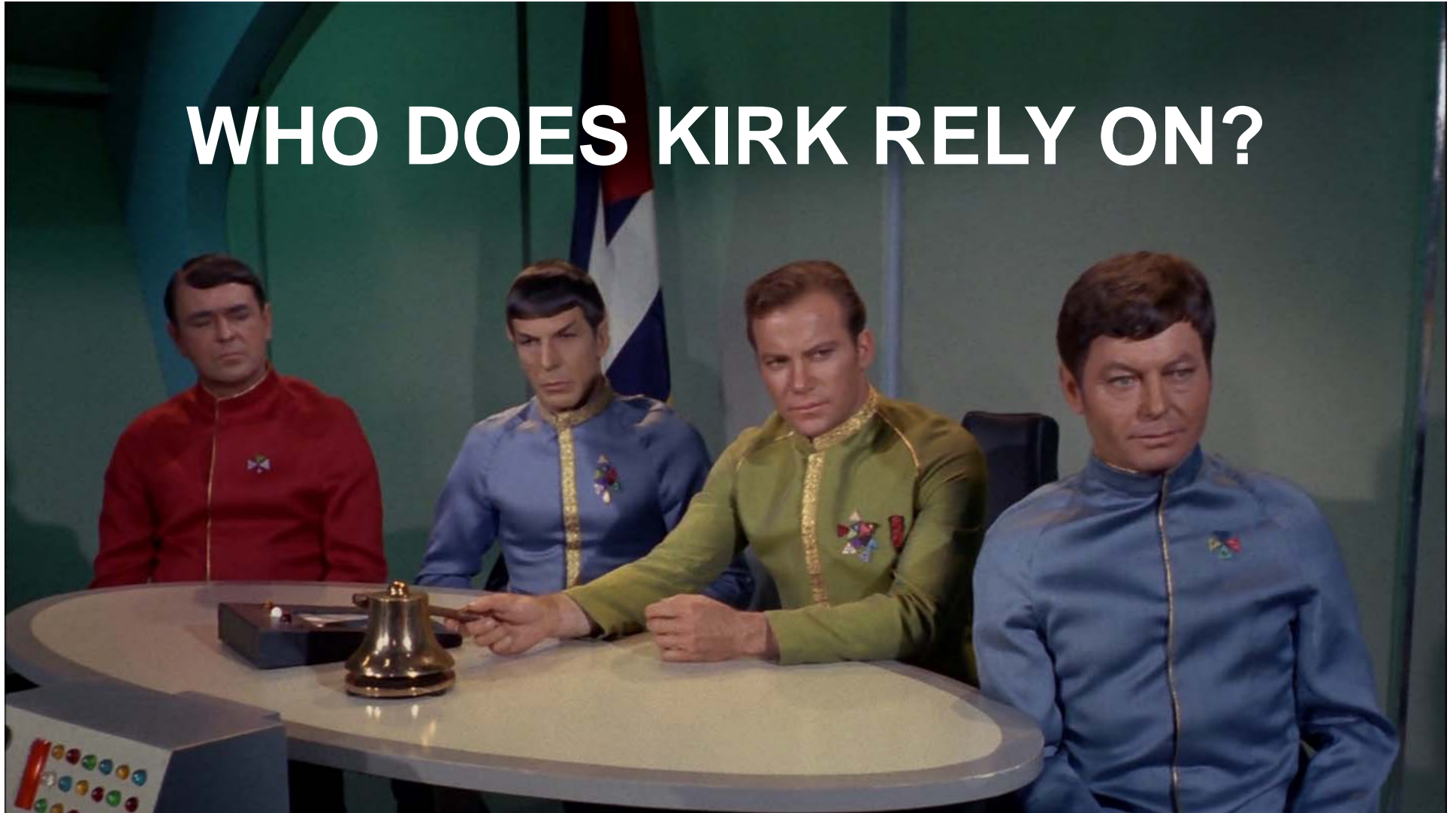
**WHEN THERE'S A PROBLEM  
WHO DOES KIRK CALL?**

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# ENGINEERING



**WHO DOES KIRK RELY ON?**



**WHO DOES PICARD RELY ON?**



# TECH SOLVES ALL THE PROBLEMS

BIOLOGY | POLLUTION | FOOD | EDUCATION  
POVERTY | DISEASE | INCLUSION | WATER  
GLOBAL WARMING | ECONOMY | UNREST  
ENERGY | HEALTH | CONFLICT | AID | TRADE

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# WHAT IS TECH?

DATA, SCIENCE, MATH, ENGINEERING

**SOFTWARE**

**HARDWARE**

**DIGITIZATION**

**KNOWLEDGE ECONOMY**

It's about being resourceful, not resources

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# WHY DOES THE TECH INDUSTRY MATTER?

1. One of the few industries to provide growth in a low-growth world
2. Tech drives sector competitiveness for all industries  
*Fintech, Govtech, **MEDTECH**, etc.*

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Why does it matter for us?

**Technology** drives **innovation**

**Innovation** drives **productivity**

**Productivity** drives **prosperity**

•• tech drives prosperity

But don't we already have a great tech industry?

We have the beginnings.

It's a hugely competitive space.



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## Winner takes all

The Compass  
2015 report tells us:

COMPASS

2015 Startup Ecosystem Report

**80%**

of investment and exit value generated from startups globally will come from the top 5 startup ecosystems.

**20%**

will come from from everyone else.

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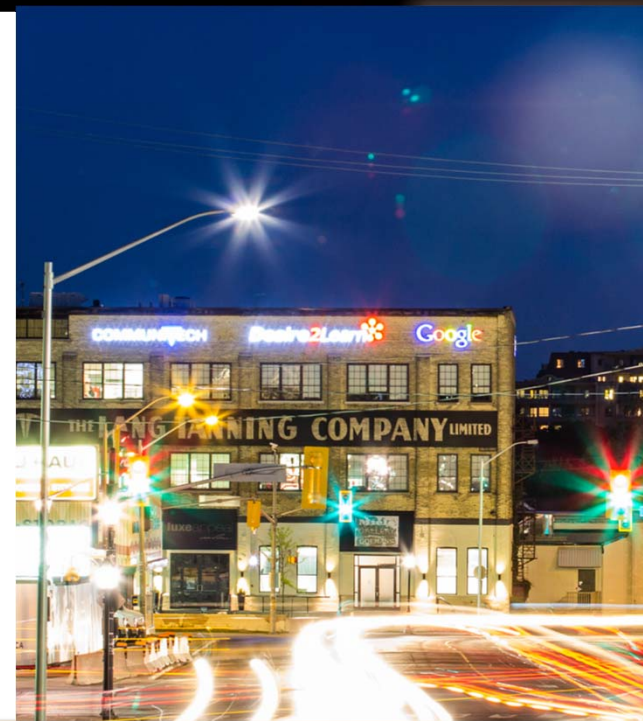
We can compete to be in the top 5

Talent

History of Entrepreneurship

Proximity

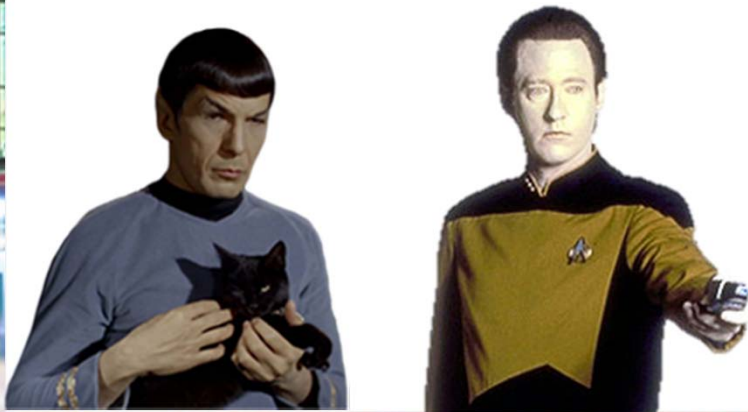
Traction



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# World-leading research and talent

**WE'RE REALLY GOOD AT  
SCIENCE, ENGINEERING,  
MATH & DATA**



ENGINEERING

COMPUTER SCIENCE

MATHEMATICS

ACTUARIAL

OPTOMETRY

PHARMACY

ARCHITECTURE

QUANTUM &  
NANOTECHNOLOGY



BUSINESS

INT'L POLICY &  
GOVERNANCE

ECONOMICS

MUSIC



COMMUNICATIONS

HOSPITALITY

MEDICAL SCIENCE

FOOD SCIENCE

ENGINEERING

INFORMATION TECH

**WATERLOO REGION 96,596 STUDENTS**  
56,895 F/T | 39,701 P/T

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QUALCOMM  
TRICORDER

XPRIZE

**WE HAVE A TRICORDER**



# Entrepreneurship is in our blood

Street cred counts here. Home to visionaries



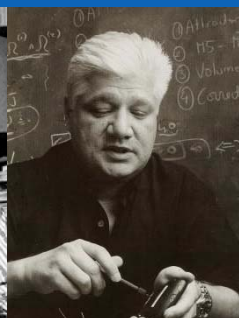
**Val O'Donovan**  
COM DEV  
Satellite  
Communications



**Wes Graham**  
Watcom  
C++ Compilers  
Fortran



**Frank Tompa**  
OpenText  
Search



**Mike Lazaridis**  
RIM  
Smartphones



**Arokia Nathan**  
IGNIS  
LED Flat Panels



**Harry Ghandi**  
Medella Health  
Glucose-  
monitoring  
Contact Lens



**Mallorie Brodie**  
Bridgit  
Construction

## We have access and proximity

### Talent factories

- University of Waterloo
- Wilfrid Laurier University
- University of Toronto

Canada's financial centre

Global markets



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## Traction in the market

Hundreds of new startups / year  
2<sup>nd</sup> highest startup density globally  
Street cred in the Valley and beyond  
Mid-sized companies are staying  
Ranked top 25 globally by Compass  
Global brands are setting up shop



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So how do we help?

Communitech helps  
tech companies start,  
grow and succeed

COMMUNIT<sup>E</sup>TECH

# What is Communitech?

Not-for-profit

Founded by entrepreneurs  
in 1997

Specific mandate to help  
start & grow tech  
companies

Known as global leaders in  
the innovation game



COMMUNITech

We've evolved

We started as trade  
association / co-op for tech



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We've evolved

We supported the players through the dot.com bust



COMMUNITECH

We've evolved

We've worked hard to stay relevant and valuable

The Communitech Hub was launched in 2010



COMMUNIT<sup>E</sup>CH

## What's happening today?

We're doing more to help startups, mid-size and enterprise companies with their specific challenges



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What's happening today?

Our clubhouse  
is getting bigger!



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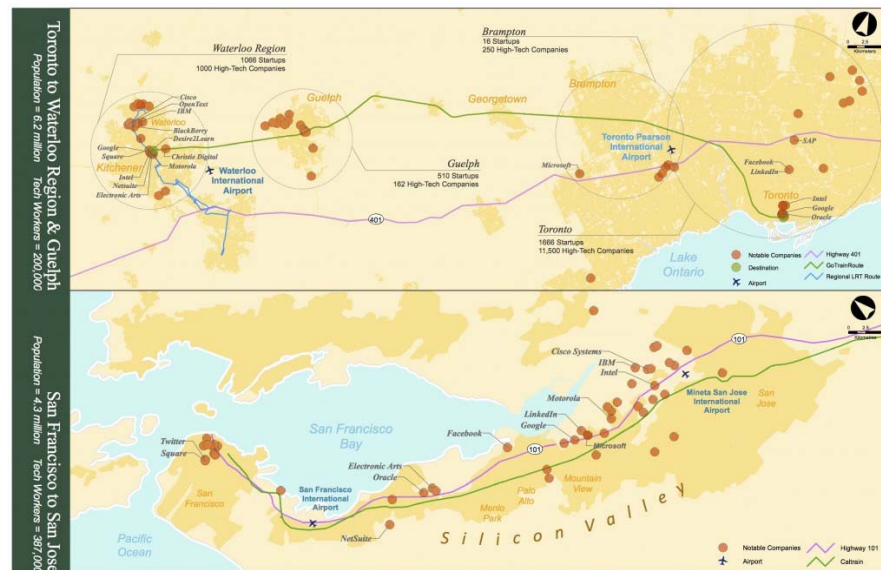
# What's happening today?

We're hooking up with Toronto!



# Why do we need the corridor?

It's our best shot at the top 5; and we know the top 5 get the goodies.



## Blueprint to get there

- Keep dominating the startup scene
- Keep fighting the war for talent
- Scale up
- Drive greater returns from Corporate Innovation
- Hooking up with Toronto

## How will we know we're on the right path?

15 new \$100M revenue companies

10 \$1B unicorns

\$5B in capital deployed in our companies (from our current annual rate of \$1B)

350,000 tech workers (from 200,000)

Increase the GDP contribution of the tech sector to 10% (from 5%)

Attract 50 global brands to the Province to undertake corporate innovation and become customers for Ontario's SMEs and startup companies

# MED TECH COMPANIES

**20% OF STARTUPS AT THE HUB  
20 REPRESENTED HERE TODAY**

Tranqool | Alaunus | Avertus | Medella Health | Nerv  
Ex-Vivo | Eyecheck | MedStack | Doppel | Symanta  
Celltrak | Airohealth | Myndtech | Intellijoint | Mespere  
i3 Solutions | MedStack

# It's a Match!

*Tech and Med have liked each other*

