



“We’re engineering success in Canada’s fastest growing tech cluster – connecting talent to opportunity. This is Waterloo Region – the best place on earth to start a tech company.”

Tim Jackson
Partner, Tech Capital Partners

\$28,000,000
leveraged from **\$333,000** provincial investment annually

RIM: fastest growing company... anywhere
Open Text: the largest software company in Canada

57,000,000
thumbs worldwide can't be wrong

#1 on ALL the tech lists

Christie Digital Systems Canada Inc.:
the world's leading digital projection company

COM DEV:
the nation's largest satellite company

Communitech: Waterloo Region's Innovation Hub

Communitech is the regional hub for the commercialization of innovation, creating economic prosperity by enabling the creation and growth of technology companies. Our goal is to create more successful global businesses for Canada.

Venture Services – Communitech is the leading provider of advisory services to early-stage tech companies in Waterloo Region, providing one-on-one coaching through a team of Executives-in-Residence. Communitech worked with more than 200 start-ups and entrepreneurs over the last year.

Talent Recruitment – The single largest barrier to company growth and success is the ability to attract and retain highly qualified people. Communitech coordinates a recruitment strategy for Waterloo Region and Ontario, which includes recruitment of new Ontario graduates and of ex-pat Canadians from other tech clusters.

Strategic Networking – One of the key strengths of Communitech is our ability to make connections within the business community. We do this through a series of networking and professional development events, as well as through more than 25 monthly peer-to-peer learning networks. We are also the pipeline between the tech community in Southwestern Ontario and other tech clusters like Boston and Silicon

Valley, building bridges by providing access to business contacts, market research, capital, expert advice, and talent.

Youth Outreach – We work with local school boards and businesses to assist high school students in planning for a wide range of possible careers, while encouraging careers in science, engineering, technology, and mathematics as well as entrepreneurship. Through these programs, we had contact with nearly 20,000 students over the last year.

Cluster Development – We focus on building critical mass and making connections amongst researchers, entrepreneurs, and businesses in areas where Waterloo Region has momentum. Most of our initiatives centre on information & communications technologies, including digital media – an area where Waterloo Region has been a proven success in global markets. We assist companies and innovators from multiple sectors, including hardware, software, mobile communications, aerospace, and robotics.

Building an Entrepreneurial Culture – We are committed to building and celebrating a culture of innovation, risk-taking, and entrepreneurship in Waterloo Region, doing everything we can to support the entrepreneur.

Special thanks to our
2009 Annual General
Meeting partners:



Waterloo Region tech.
Smart stuff.





“You can’t engineer organic growth – it’s all about convergence and opportunity. In Waterloo Region we’re finding the right mix of money, brains and culture that lead to success. And the rest of the world is starting to pay attention.”

Iain Klugman President and CEO, Communitech



“Canada’s future is digital. And Waterloo Region tech companies are leading the way.”

Tom Jenkins Executive Chairman, Open Text Corp



“Entrepreneurial talent is what drives this remarkable industry. Fearless risk-takers and visionaries are leading us into the next decade.”

Omar Ismail Co-founder, ProductWIKI



“We’re building new industry clusters in areas where we have momentum. That’s what the future of Waterloo Region will be about.”

Gerry Remers Chair, Communitech President and COO, Christie Digital Systems Canada Inc.

\$15 billion in tech revenue + **7%** tech employment growth in the last 5 years

550+ technology firms **30,000** techies

123% growth rate in software engineering careers www.waterlootechjobs.com

200 tech startups **2,000** tech jobs open

40 events, **4,000** attendees

525 Peer 2 Peer Group meetings **5,200** attendees annually

We’re redefining digital media:
growing the Canadian Digital Media Network and building the Communitech Hub for digital media and mobile computing

\$10.7 million federal investment in Canadian Digital Media Network

Digital media will be a **\$2.2 trillion** global industry over the next **5 years**

www.cdmn.ca

631 patents per million **3x** the national average **3** World-class Universities, Ontario’s **#1** College

Preeminent research facilities in quantum-nano and theoretical physics **150** research institutes

54,000 post-secondary and **26,000** co-operative education students annually

20,000 students exploring careers in science, technology, engineering, and mathematics

barCamp | DesignCamp | StartupCamp | DemoCamp | KWartzlab-hackerspace
Entrepreneur Week www.entrepreneurweek.ca

Major Acquisitions:

- EA acquires J2Play
- Intel acquires RapidMind
- Cybernet Systems acquires Maplesoft
- Open Text Corp acquires PrinterON (Spicer)
- Gerber Scientific acquires Virtek

New BFFs in 2009:

- Steve Wozniak, co-founder, Apple
- Jeff Taylor, founder, Monster.com
- Herb Cohen, master negotiator
- Seth Godin, marketing guru
- Jeremy Gutsche, trendhunter
- Stephen Hawking, Perimeter Institute Distinguished Research Chair

7,000+ hours of venture services delivered annually

>\$72 million deal flow in 2009

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