

A COMMUNITY OF TECH

EST. 1997

COMMUNITECH

Desire2Learn

Google

THE LANG TANNING COMPANY LIMITED

Why Waterloo Region?

A long history of
collaboration
and innovation.



Tech was the
next chapter.



What does Communittech do?

COMMUNITTECH

Communitech helps tech
companies start, grow and succeed

—

Mission-driven since day one.



A man on the left is wearing a VR headset and a colorful plaid shirt. A man on the right is wearing a dark t-shirt and gesturing with his right hand. The background is a blurred office or workshop setting.

A MOVEMENT

Founded by a handful of entrepreneurs in 1997, it has grown into a movement of more than 1,400 companies determined to scale their businesses and grow the economies of Waterloo Region and Canada.

A MISSION

Communitech helps tech companies start, grow and succeed

PLACE

PROGRAMS

PARTNERS



A Place

Clubhouses for the tech community and amazing places to work.



Programs

Scale your company by taking advantage of our programming, coaching, training and support.



Partners

Engineer a world-class ecosystem with all the necessary pieces to take companies from birth to IPO.

Does it work?

Since 2010, Communitech has...

- Supported the creation of **3,300+** new companies
- Helped companies generate **20,000+** new jobs
- Attracted **\$2.6B+** in new investment capital
- Brought **22** new multinational companies to Ontario

Waterloo Region - Results

- Waterloo Region now has the second highest density of startups in the world.
 - Averaging 300+ new startups every year since 2012
 - Have attracted \$2.6B in investment (including \$850M over last three years)
- This has created a large cohort of scaling companies and thousands of new jobs.
 - 52 scaling companies (26 with \$10M+ revenue, 26 with \$3-10M in revenue)
 - 61 companies with \$1-3M in revenue, and ready to scale.
- And attracted investment from larger companies, creating thousands more.
 - Multinationals like Google, Netsuite, SAP, Square, Terminal
 - Canadian companies like Shopify, Index Exchange, Lightspeed, PointClickCare
 - Corporate innovation labs from Thomson Reuters, TD Bank, Manulife and Fairfax.

“From the moment Dejero was launched we've benefited from the recruitment and talent programing that Communittech runs.”

- Bogdan Frusina, CTO / Co-founder, Dejero

So, how do you help?

Help for companies

- Find talent
- Raise capital
- Connect to customers & markets

Help for individuals

- Coaching/ Advisory Services
- Education & Training
- Workspaces
- Networking opportunities

Help for the entire ecosystem

Build brand for the ecosystem

- Talent
- Financing
- Customers

Tech-friendly public policy

- Immigration
- Transportation
- Export/Trade
- Education
- Infrastructure
- Density/Intensification

Startups

- Communitech helps 750+ startups every year.
- General programming to help early-stage companies get on track.
 - One to many programs (Business Fundamentals, HR, Sales, IP protection, etc.)
 - Advisors and growth coaches to help companies with specific challenges.
 - Dedicated efforts to attract Angel / Venture Capital and match to appropriate companies.
- Specific programs target high potential companies.
 - Accelerator programs for different stages (Rev, Fierce Founders, Edge)
 - Soft-Landing helped 531 Canadian startups travel to 63 foreign countries to sell / attract investment

“Communitech creates a level of comfort and security to operate within, and I think that’s really important when you’re starting a company and everything feels like it can change at any moment and every day is different.”

- Mallorie Brodie, co-founder and CEO, Bridgit

Scaling Companies

- Communitech works with 200+ small and mid-sized companies each year.
- Focus is on supporting growth of 113 scaling companies.
 - 27 with \$10M+ revenue, 26 with \$3-10M revenue and 61 with \$1-3M in revenue
 - Looking to hire thousands of new employees over next several years.
- Support for these companies focuses on strategy, revenue generation, talent attraction and development.
 - Growth coaches focused on strategy, talent, organizational structure
 - Launch of Communitech Academy to provide employee training and development.

"The work we just did with the growth coaches fundamentally changed the growth trajectory of our company, giving us the opportunity to hire 100 more people."

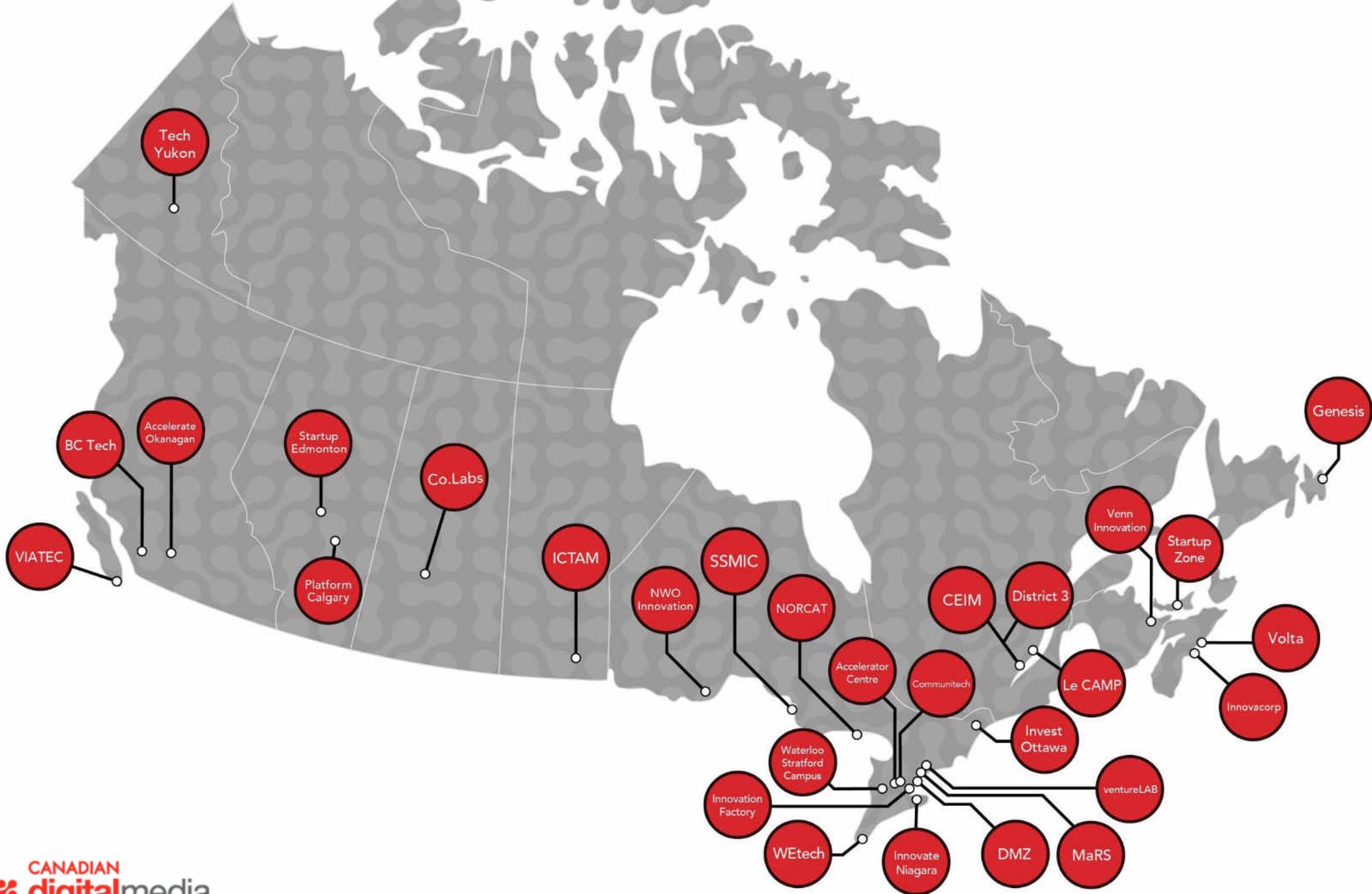
- Marc Castel, Founder / Chairman, Fiix

Corporate Innovation

- Communitech worked with 65 corporate innovation clients, and has 21 on-site labs, making it the largest open corporate innovation program in the world.
- Communitech helps companies develop new products, attract talent and identify ways to partner with smaller firms.
 - In 2017, there were more than 25 deals completed between corporates and startups.
 - Innovation labs invested \$1M in startup programming, hired 66 staff and 200+ co-op students.
- Provides a unique opportunity to help Canadian companies innovate and attract multinational investment to Ontario.

“We have operations in 140 countries around the world; we’re a very global company. And I can tell you, from travelling around like I do, that there’s something very special going on here (at Communitech).”

- Jim Smith, CEO, Thomson Reuters



How are you funded?

Private

Public



What's on the horizon?



Continue to help startups. It's mission critical.



Support the growth of companies on their way to \$100M



Keep leading the Corporate Innovation game



Help women continue to shatter glass ceilings



Continue to engage the larger community



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Tech for good

BY DAY: TRUE NORTH CONFERENCE
JUNE 19 - 20, 2019

BY NIGHT: TRUE NORTH FESTIVAL
JUNE 18 - 20, 2019

#TrueNorth19

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\$1,000,000
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 **The Schulich Foundation**

 **Leaders Fund**

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Thank you

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