

Strategic Priorities & Policy Committee Report

Fiscal Year 2023 (April 1, 2022 – March 31, 2023)

TechAlliance.

of Southwestern Ontario

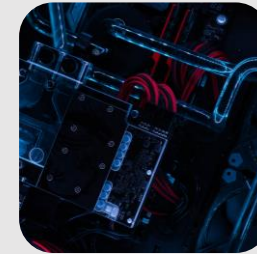
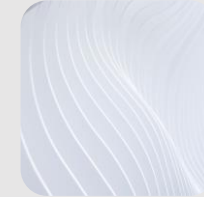
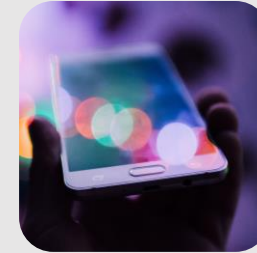




Who we are.

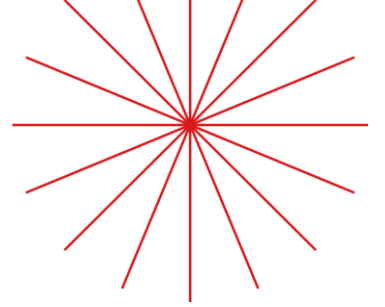
We are the place for dreamers, innovators, and world-changing ideas.

We empower world-class ventures and fuel growth in Canada's innovation economy. We do this collaboratively by championing, coaching, and amplifying businesses, while fostering a vibrant technology community of innovators.



What we do.

TechAlliance's strategic priorities



Foster a vibrant community of innovation.

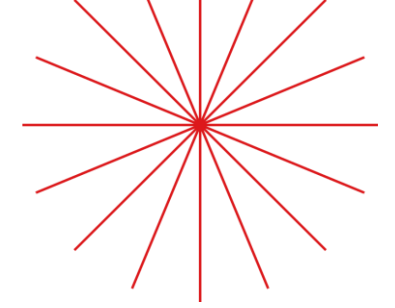


Accelerate venture growth and innovation across Southwestern Ontario.



Through collaboration and operational excellence, empower entrepreneurial prosperity.

Passion Builders. Our Board.



Konrad Konnerth
Chair
Owner
Konnexio



Michael Schmalz
Vice Chair
Former President
Digital Extremes



Chris Dowding
Treasurer
Partner
MNP



Peter Dillon
Secretary
Partner
Siskinds LLP



Keith Murray
Past Chair
CEO
Autoverify



David Strucke
CEO
Media Sonar



Dr. Asha Parekh
CEO & Co-Founder
Frontline Medical
Technologies



Melissa McInerney
CEO & Chief Creative
Officer
tbk



Brian Maxfield
President
ODEA



Heather Macpherson
Founder & CEO
The Minery



Brennon D'Souza
Founder
DIBZ



Christine Haas
Co-Founder &
President
Renix



Ian Haase
Co-Founder
Appello

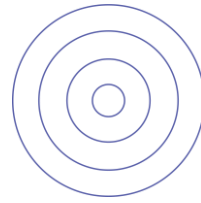


David Brebner
Co-Founder
Mobials



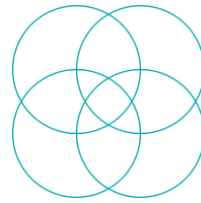
Innovation in action.

Our experiences engaged more than **5,000** innovators, entrepreneurs, thought-leaders and industry experts in FY2023. Hosting bold initiatives, we empower them to connect, learn and grow.



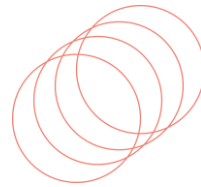
Venture Growth Advising

GROW Accelerator, i.d.e.a. Fund, London Innovation Challenge, Proteus Innovation Competition



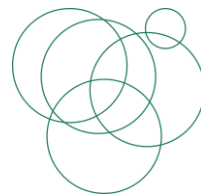
Industry

Masterclasses, Fireside Chats, Founders House, Micro-Placements in Tech, Circles



Talent

Tech Talent Exchange, The Roster, Job Board, Tech Connect for Newcomers



Community

Limitless, Smashing Barriers, Jingle & Mingle, Summer Shaker, Patio Lanterns

Elevating experiences.

Smashing Barriers

In the spirit of prioritizing diversity, addressing equity, committing to inclusion and recognizing that there are barriers still to remove, Women in Communications & Technology, BBB, LEDC, London Chamber of Commerce, and TechAlliance proudly presented an inspiring in-person evening with **Erin Bury**, CEO of Willful, calling more than **125** women and allies to action.



Amplifying London.

Limitless Awards

A celebration of regional innovation, Limitless put a spotlight on the forward-thinkers, progressive work environments, and breakthrough innovations, representing this year's triumphs including young emerging founders, and unicorn companies in the making. Award recipients included **Marlow, LBMX, Mobials, Tenomix, and Food Security Structures Canada.**



Activating funding for prosperity.

i.d.e.a. Fund

Creating an inclusive funding pipeline for businesses led by women, persons with disabilities, LGBTQ2S+, Black, Indigenous and People of Colour, funded by FedDev Ontario, in partnership with 6 innovation centres in Ontario, TechAlliance provided \$30,000 in matched funds plus venture advising to 20 regional tech companies with a green economy focus. Outcomes of the first cohort included **\$23M** total combined revenue and **\$1.8M** total combined capital raised.



Stimulating economic returns.

London Innovation Challenge

With a goal to address recovery and renewal areas of focus identified by the London Community Recovery Network Fund (LCRN) – Investing in People, Driving Prosperity, and Fostering Community, 2 recipients were awarded \$40,000 investment each to accelerate the growth of London's creative industries such as film, gaming, art, music and tourism, with London-developed solutions. Investment recipients were **Biosa Technologies** and **Exar Studios**.



Enriching through education.

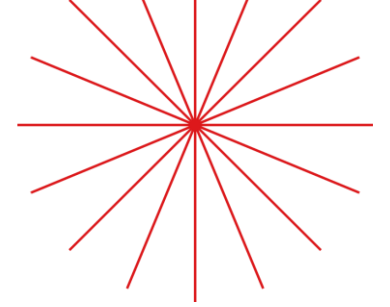
Micro-Placements in Tech

Working together, TechAlliance, Western University, and Business + Higher Education Roundtable developed short-term micro-placements, across liberal arts and STEM courses in collaboration with tech industry partners engaging more than **1,200** students. Over two terms, students developed world-changing ideas and were able to implement their research to impact local employers day-to-day operations.



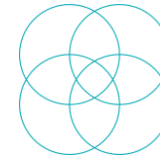
Fostering entrepreneurial culture.

London is where innovation thrives



8,900+ advisory and educational hours provided to early stage startups and scaled companies

5,000+ connections facilitated for entrepreneurs and tech talent for strengthened network and best practice sharing



45 educational, networking, and community experiences hosted

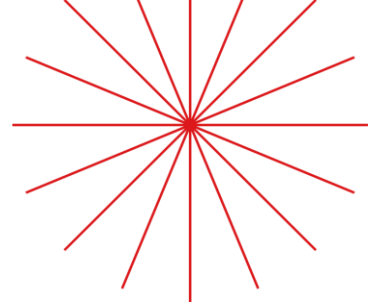
10% increase in brand exposure and media visibility for tech companies and City of London



47 alliances intended to support founder navigation through ecosystem and private or public funding opportunities

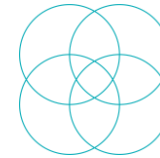
Putting businesses first.

Accelerated venture growth, empowering entrepreneurial prosperity



\$106.2M in capital raised by innovative companies

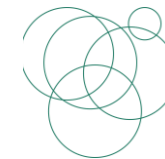
In collaboration with **166** regional partners, we connect entrepreneurs to vibrant experiences in the innovation economy



11 capital investment readiness experiences

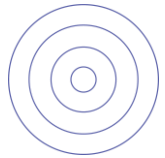
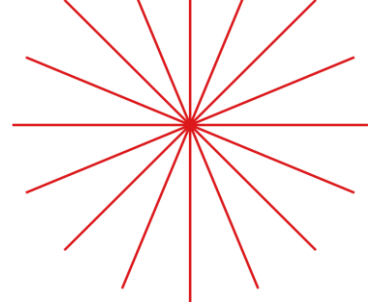
30 different markets and industries

10% increase in number of new startups, exits, mergers or acquisitions in the tech sector



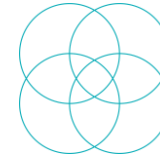
Harnessing world-class talent.

Committed to a regional culture anchored in diversity and equity



2,600+ jobs created, posted, and promoted for prospective or current talent pool

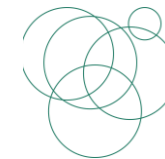
126 industry experts, mentors and thought-leaders engaged through events



440 employer and student participants through Tech Talent Exchange

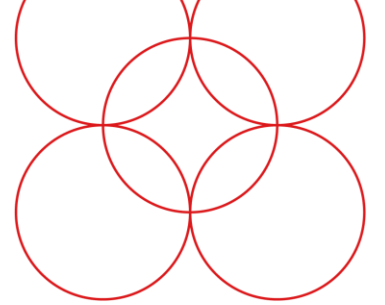
79 participants of inclusive experiences designed for newcomer or in-demand talent

123% increase in introductions and referrals made between talent, potential employers, and ecosystem partners



Some of our companies.

Early stage startups through to made-in-London unicorns



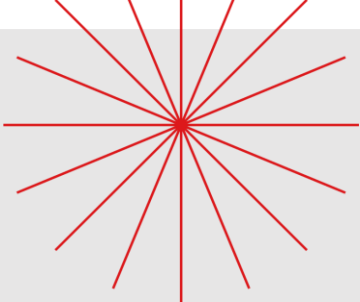


Appendix.

Growing Our Economy

TechAlliance's measurable commitments
to London's Strategic Plan





Growing Our Economy.

London will develop a top-quality workforce.

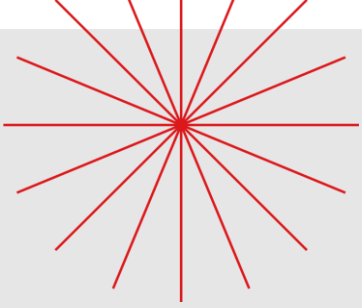
Our measurable commitments to London's Strategic Plan

Increase access employers have to the talent they require.

- Industry experts, mentors, and thought-leaders engaged through experiences
- Innovators, entrepreneurs, and industry engaged through experiences
- Roles created, posted, and promoted for prospective and current talent pool

Increase opportunities between potential employers, postsecondary institutions, and other employment and training agencies.

- Employer and student participants through TTX Tech Talent Exchange series
- Participants of inclusive experiences designed for newcomer and/or in-demand talent
- Introductions or referrals made between talent and potential employers, and ecosystem partners



Growing Our Economy.

London is a leader in Ontario for attracting new jobs and investments.

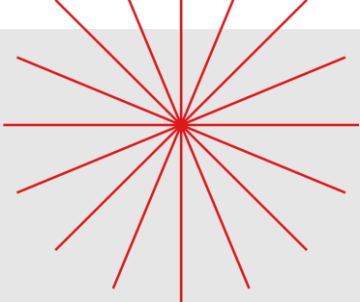
Our measurable commitments to London's Strategic Plan

Increase partnerships that promote collaboration, innovation, and investment.

- Regional partners and connectivity for vibrant experiences in the innovation economy
- Advocacy with key stakeholders and political influencers

Maintain foreign investment attraction, local retention, and growth and entrepreneurship support programs.

- Different markets or industries
- New startups, exits, mergers or acquisitions in the tech sector
- Capital investment readiness experiences
- Capital raised by innovative companies



Growing Our Economy.

London creates a supportive environment where entrepreneurs, businesses, and talent can thrive.

Our measurable commitments to London's Strategic Plan

Increase access to supports for entrepreneurs and small businesses, and community economic development.

- Educational, networking and community experiences hosted
- Positive brand exposure and media visibility for tech companies and London, ON
- Connections facilitated for entrepreneurs and tech talent to strengthen network and best practice sharing
- Advisory or educational hours provided to early-stage startups and scaling companies
- Regional alliances and industry collisions intended to support founder navigation through ecosystem and private or public funding opportunities

TechAlliance.

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