



## What is TechAlliance?

TechAlliance is a Regional Innovation Centre as part of the Ontario Network of Entrepreneurs.

We support tech-based companies in London, Elgin County, Middlesex County, Sarnia-Lambton, and Huron County.



Growing companies. Emerging small businesses. And ideas yet to come.

To grow the innovative businesses of today,  
and launch the startups of tomorrow.

### OUR MISSION



Growing companies. Emerging small businesses. And ideas yet to come.

## Key Activities

### Business Services

- Advice
- Mentoring
- Access to Capital
- Prototyping
- Market intelligence/data
- Access to service providers

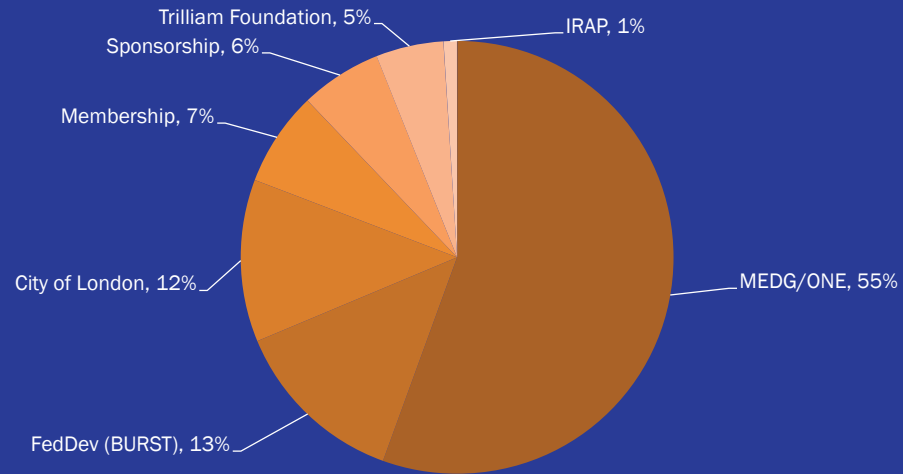
### Programming and Education

- Entrepreneur 1.0
- Workshops
- Networking events
- Peer-2-Peer Groups and Breakfast Club
- 60-Second Pitch
- London Tech Week



Growing companies. Emerging small businesses. And ideas yet to come.

# Funding Sources



An increase in the number of new, paid positions created and maintained by startup and established tech companies.

GOAL #1

An increase in revenues generated by the tech sector, and an increase in the number of companies earning revenue.

GOAL #2

The creation of new products, services, and innovations by companies in our region.

GOAL #3

## Key 2017 Accomplishments

- 358 startups supported by Business Services
  - *1,850 since 2008*
- \$7 million in investment generated by startups
  - *\$60 million total since 2009*
- 1,900+ hours of advisory services provided
  - *Over 5,000 since 2015*
- \$7.5 million in client revenue
- 200+ full time jobs created annually by startups

## Key Accomplishments

- 500 part-time and contract jobs created in 2016
- 85 prototype and design projects completed through our MVP Lab from 2014-17
- Over \$1 million in market intelligence services provided to entrepreneurs since 2014
- Over 350 entrepreneurs have completed Entrepreneur 1.0 boot camp since 2006
- Hosted 27 events in 2017, with 1783 attendees
- Over 185 members of TechAlliance

# BURST

BY TECHALLIANCE

## How does BURST work?

- 30 companies selected in three cohorts of 10
- \$60,000 in seed funding provided to each company (via FedDev & London Medical Network)
- \$10,000 in training for professional development provided to each company
- Each company is assigned a mentor to provide one-on-one coaching and advice, as well as ongoing support from our Business Services team

## BURST Milestones (To Date)

- 44.5 full-time equivalent jobs created
- 471 hours of mentoring provided
- \$3.4 million in external investment

## BURST Company Milestones

- Smart RS has distribution agreements for ODAPT in place with the US, Italy, Switzerland, and England
- Fans in Training received \$948,600 from the Canadian Institutes of Health Research
- The founders of Aufero Medical secured \$250,000 from the Cardiac Arrhythmia Network of Canada

## BURST Company Milestones

- Triage have successfully closed a seed financing round for \$1.25 million
- Trillium Health in Toronto has agreed to implement the Sansys solution
- TopSpin360 have sold two units to the Mayo Clinic and are awaiting a testing partner match for their \$1 million Built in Canada Innovation Program funding

## Strategic Objectives for 2018-2020

1. Increasing Incubation & Acceleration Programs
2. Developing Tech Talent
3. Strengthening Regional Connectivity
4. Increasing Funding & Investment Opportunities
5. Supporting Scale-up Stage Companies
6. Expanding Collaboration & Partnerships
7. Creating an Entrepreneurship Centre



**tech**alliance  
of southwestern ontario