

A rocket is shown launching into a clear blue sky, with a large, billowing cloud of white and yellow smoke trailing behind it. The rocket is positioned in the upper right quadrant of the image, angled upwards. The overall scene conveys a sense of upward movement and technological advancement.

techalliance

of southwestern ontario

FISCAL YEAR 2020



WHO WE ARE

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

We create an entrepreneurial culture, foster a vibrant community, launch new startups, and accelerate growth for established tech companies, while attracting the next generation of tech talent and innovative entrepreneurs.

OUR BOARD OF DIRECTORS



Keith Murray | Chair



David Strucke | Vice-Chair
Chief Executive Officer,
Media Sonar Technologies



David Ciccarelli | Past Chair
President & CEO,
Voices.com



Chris Dowding | Treasurer
Partner,
MNP



David Brebner
CFO & Co-founder,
Mobials



Peter Dillon
Partner,
Siskinds



Brennon D'Souza
Founder, DIBZ



Anna Foat
Director, Global Digital
Transformation Office,
Sun Life Financial



Gord Hart
President & CEO,
Selectpath



Konrad Konnerth
Owner,
Konnexio



Heather Macpherson
Founder & CEO,
The Minery Ltd.



Michael Schmalz
President,
Digital Extremes

HARNESSING WORLD-CLASS TALENT

Our experiences engaged almost **4,000** innovators, entrepreneurs & industry professionals in FY2020



402

Jobs created, posted & promoted for prospective or current talent pool

+262%

Increase in employer & student participants through Tech Talent Exchange series

81

Participants of inclusive experiences designed for newcomer and/or in-demand talent

+1,467%

Increase in introductions & referrals made between talent, potential employers & ecosystem partners

105

Industry experts, mentors & thought leaders engaged through experiences

PUTTING BUSINESSES FIRST

In collaboration with **51** regional partners, we connect entrepreneurs to vibrant experiences in the innovation economy

+67%

Increase in capital raised by innovative companies

28

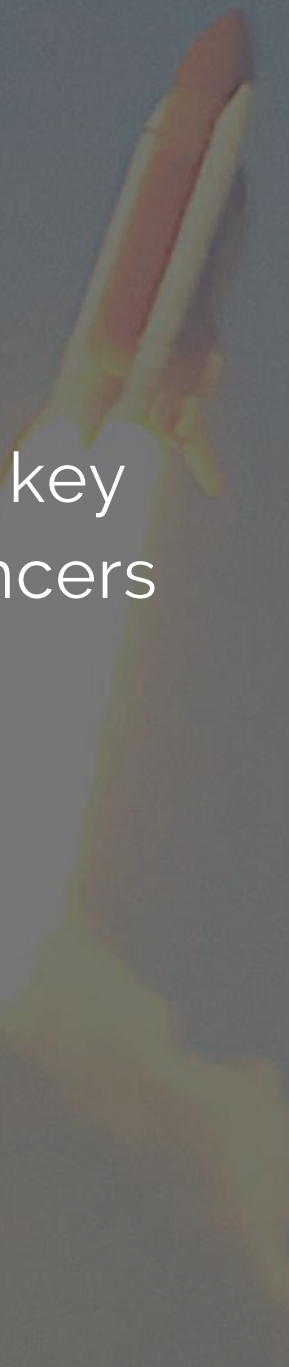
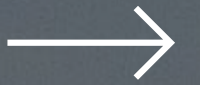
Different markets & industries

+718%

Increase in engagements with key stakeholders & political influencers

40

Capital investment readiness experiences



FOSTERING AN **ENTREPRENEURIAL CULTURE**

126

Educational,
networking &
community
experiences hosted

3,908

Connections
facilitated for
entrepreneurs &
tech talent

+213%

Increase in positive
brand exposures &
media visibility for
tech companies &
London

2,704

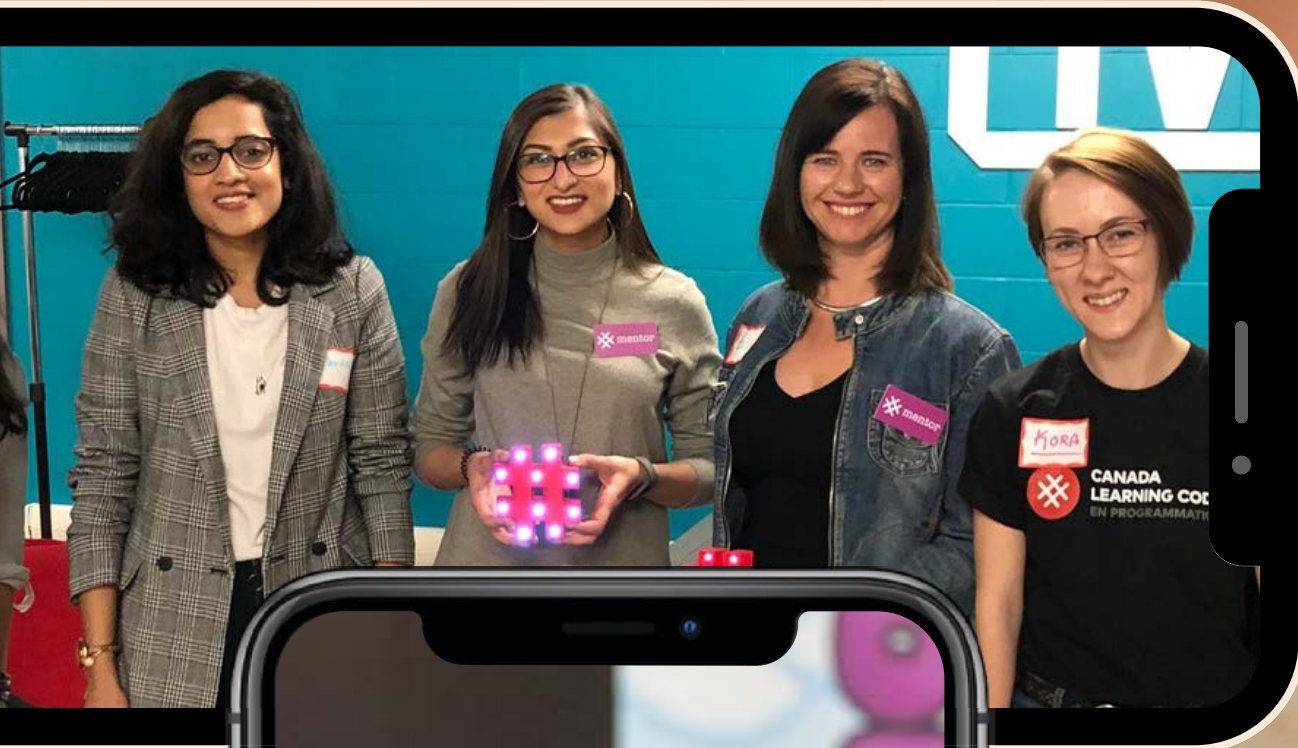
Advisory & educational
hours provided to
early-stage startups &
scaling companies

6

Regional alliances &
industry collisions
intended to support
founder navigation
through ecosystem &
private or public
funding opportunities



KEY INITIATIVES



VENTURE GROWTH

BURST
GROW

Bloom Burton Pitch Day
Valhalla Angels Bootcamp
60-Second Pitch
MaRS Capital Strategy

INDUSTRY

Office Hours
Munchies with Mentors
Peer-2-Peer Groups
Proteus Innovation Competition
Expert Panels
Webcasts

TALENT

Tech Talent Exchange
Tech Connect
Leadership Development
Job Board

COMMUNITY

#LondonCAN Exchange
Canada Learning Code
5G & Next Generation Networks
Game Slice | LoJam
Smashing Barriers
Jingle & Mingle

GOOD NEWS



EXAR Studios's virtual reality project introduces a new age of healing



How Western University interns fuel Autodata's innovation strategy



New investment and a budding partnership for Motif Labs



A passion for building a thriving innovaion economy led us here

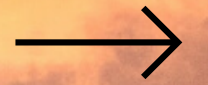


Western Maple Bio Resources Receives Federal Investment to Create Green Insulation



Zomaron acquires DataCandy, rebrands as Paystone

AMPLIFYING #LDNONT



+209%

Increase in social media engagements

+36%

Increase in website page views

+52%

Increase in email subscribers

ADVOCACY & ENGAGEMENT



Hon. Mélanie Joly



M.P. Kate Young



M.P. Peter Fragiskatos



FedDev Ontario



Ontario Ministry of Economic Development, Job Creation and Trade



Council of Canadian Innovators



Hon. Victor Fedeli



Hon. Prabmeet Sarkaria



Hon. Monte McNaughton



Hon. Jeff Yurek



M.P.P. Terence Kernaghan



P.A. Nina Tangri



Elevating Experiences & Amplifying Reach



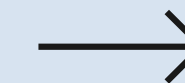
Activating Funding for Innovation



Future Proofing Main Street



Empowering Local Talent



HOW WE'VE ADJUSTED

In the face of disruption, we've transformed to enable recovery for entrepreneurs, industry and talent.

APR 2020 - NOW

ELEVATING **EXPERIENCES**

Fireside Chats
Interactive Masterclasses
Virtual Peer-2-Peer Groups
Expert Webcasts & Panels
Instagram Live

AMPLIFYING **REACH**

Focus on storytelling
Stakeholder & media engagement
COVID-19 Resource Guide
Our Community Responds
YouTube

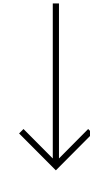


TechAlliance LIVE
jodi kovitz



APR 2020 - NOW

ACTIVATING **FUNDING FOR INNOVATION**



Recovery & Rebuilding the Region Design Challenges

\$40,000 in seed funding &
business acceleration services

2 made-in-London solutions to
social & economic challenges

Milestones since include: market
expansion, job creation, increased
revenue, national media coverage

**RECOVERY
& REBUILDING**

T H E R E G I O N

DESIGN CHALLENGES

APR 2020 - NOW

FUTURE PROOFING **MAIN STREET**



Digital Main Street

Collisions with local, regional & national network partners

Grants available to help small businesses transform online

Job creation for emerging talent

Engaging local industry leaders



APR 2020 - NOW

EMPOWERING **LOCAL TALENT**



The (Rebuild) Roster — Signal boosting tech talent

Created out of discussions with industry leaders & City of London Mayor's Task Force with economic recovery goals in mind

Growing directory of job seekers open to work

Attract & connect underemployed, emerging & senior talent to new opportunities with London's growing companies

THE **(REBUILD) ROSTER**

APR 2020 - NOW



WE'LL LIFT OTHERS **AS WE RISE.**

As we look ahead to an era of great uncertainty for many, we recognize the boundless opportunity that accompanies disruption. Through this turbulence, our true north remains our community of dreamers, innovators and world-changers.

Working in tandem with a dedicated and accomplished Board of Directors, an unstoppable team quick to mobilize innovative solutions, and alongside partners equally dedicated to enabling economic prosperity in the Forest City, inspiring change will continue to happen here.

See our FY2020 transformation in action through our [Annual Report](#).

CONTACT US



<http://techalliance.ca>



[@TechAlliance](https://twitter.com/TechAlliance)



[TechAlliance of Southwestern Ontario](https://www.linkedin.com/company/TechAlliance%20of%20Southwestern%20Ontario)



[@TechAllianceLDN](https://www.instagram.com/TechAllianceLDN)



[@TechAlliance](https://www.facebook.com/TechAlliance)

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of southwestern ontario

APPENDIX

INNOVATION IN ACTION



Ian Haase
Founder & CEO



Mario Naric
Founder & COO



MOTIF LABS

Experts in extraction with decades of R&D supporting this former BURST company, Motif Labs' processes are based in advanced technologies that enable them to constantly push the envelope of cannabinoid retention and finished product purity.

In FY2020, Motif Labs **raised \$7M**, established **new partnerships** and grew their team to **20+**.

INNOVATION IN ACTION



Madison De Sousa
Co-founder



Jenessa Olson
Co-founder

STMNT

STMNT

STMNT is a fashion technology and logistics company that launches retailers into the rental industry with a dynamic rental model. Gaining traction in FY2020, STMNT won TechAlliance's **Startup Innovation Award** and was positioned for a year of growth, until COVID-19 prompted a pivot.

Finding an opportunity to repurpose their existing technology in the face of downturn, co-founders and Western Accelerator alumnae Madison and Jenessa have since launched **In The ClearZone**, an innovative disinfecting company that leverages Ozone technology to make common spaces safe. In FY2021, they continue to grow their roster of clients and expand their team.

INNOVATION IN ACTION



Ryan Kelly
Founder



ASCEND APPLICATIONS

Ryan Kelly is no stranger to innovation. Before the age of twenty, Kelly, a passionate app developer founded Ascend Applications, creating technology to make the web more accessible to those with disabilities and took that venture through TechAlliance's **GROW Accelerator**.

Amidst the COVID-19 pandemic, Kelly launched **The Atrium Project**, a service connecting volunteers to individuals who are unable to access groceries and supplies. Through the use of cutting-edge machine learning technology, The Atrium Project meets a critical community need with a user-friendly platform, and an efficient process that effectively managed volunteers and recipients.

Named a finalist for Pillar Community Innovation Awards, The Atrium Project is founded on the principle of #TechForGood.

INNOVATION IN ACTION



Brennon D'Souza
Founder



DIBZ

A novel technology that changes the ticket-holder experience, DIBZ offers instant seat upgrades in stadiums, arenas and concert-halls, matching powerful technology with an easy user experience.

As an **Entrepreneur 1.0 Bootcamp** graduate, **GROW Accelerator** venture, and a member of TechAlliance's **Board of Directors**, DIBZ was being vetted for acceptance at **U.S. accelerator, Comcast NBCUniversal Lift Labs**.

Positioned for growth in early FY2020, the pandemic put a halt to the live entertainment industry, and to DIBZ. Through the turmoil, DIBZ remains unwavered, continuing to focus on building relationships with venues to ensure when their fans return, DIBZ will give them them the experience they've been waiting for.

INNOVATION IN ACTION



Tyler Bryden
Founder

Speak

SPEAK AI

A platform that leverages artificial intelligence and machine learning, Speak Ai extracts insights audio, video and text, to help people and teams improve communications, awareness, well-being and productivity.

In FY2020, Speak Ai joined TechAlliance's first **GROW Accelerator** cohort, hosted a Demo Day of their platform, joined Canada's first Amazon-collaborated business accelerator, and continues to reach new growth milestones as part of **DMZ**.

INNOVATION IN ACTION



Mike Picard
Co-founder



Xristos Silaidis
Co-founder



EZOTECH

EzoTech is a cybersecurity company who has created the world's first automated AI-driven penetration testing platform and insights engine. Their breakthrough software, Tanuki, allows businesses to “hack themselves” for a fraction of the time and cost of employing an agency to conduct this work.

In FY2020, EzoTech joined our **GROW Accelerator**. Amid rising cybercrime, EzoTech continues to provide vital business solutions for industry-leading clients.

INNOVATION IN ACTION



Amer Ebied
President



POLYANALYTIK

PolyAnalytik Inc. provides innovative analytical services for materials specializing in pre-clinical testing, contract R&D, method development and validation testing to pharmaceutical, biotechnology, medical devices, and Petrochemical industries.

In FY2020, PolyAnalytik Inc. (PAI) participated in the final cohort of BURST and was a finalist for TechAlliance's Business Growth Award in 2019. PAI employs a multidisciplinary team of experts in Material Sciences and Engineering driving a passion for technology development and commercialization from their headquarters facility located in Western University Research Park.

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 (FY2021 onward)
- 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