



TechAlliance

- Driven by industry
- Supported by the City
- Aim of growing the knowledge-based industry
- Organic growth of economic development (grow your own strategy)

Mandate

- Provide the support infrastructure to start, grow and connect technology companies
- Build a thriving technology sector
 - Foster new start-ups
 - Support an entrepreneurial culture
 - Provide growth opportunities to established technology companies
 - Attract local and external support for the sector and the community/region
 - Attract the next generation of tech workers and entrepreneurs

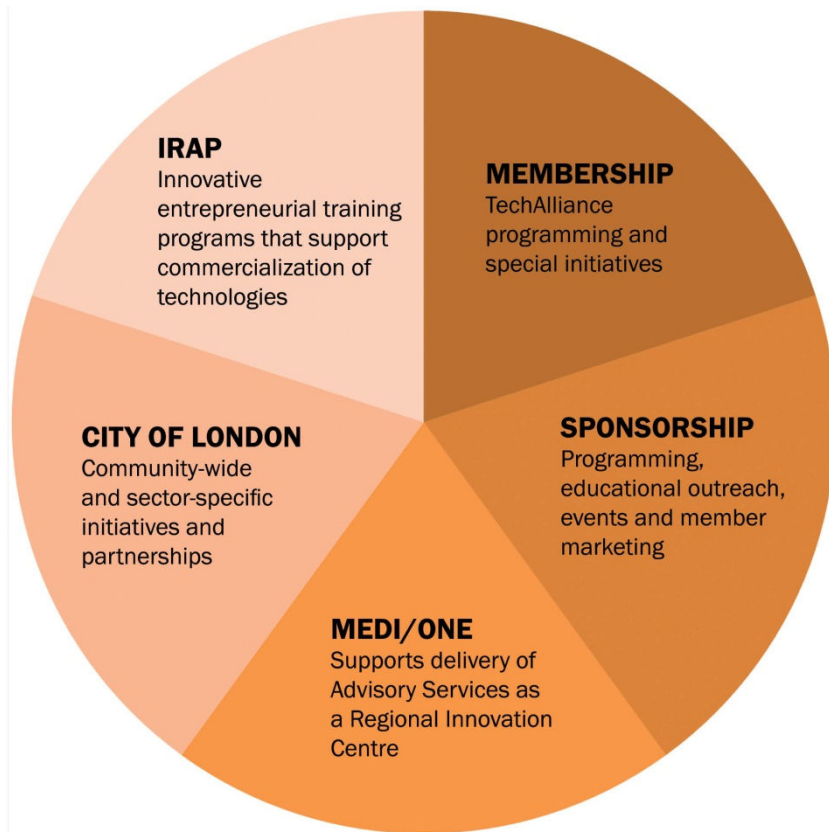


- Regional Innovation Centre (RIC) for Southwestern Ontario
- Part of the Ontario Network of Excellence (ONE)
- Ministry of Economic Development and Innovation (MEDI) Initiative
- 14 RIC's across the province

Regional Alliance

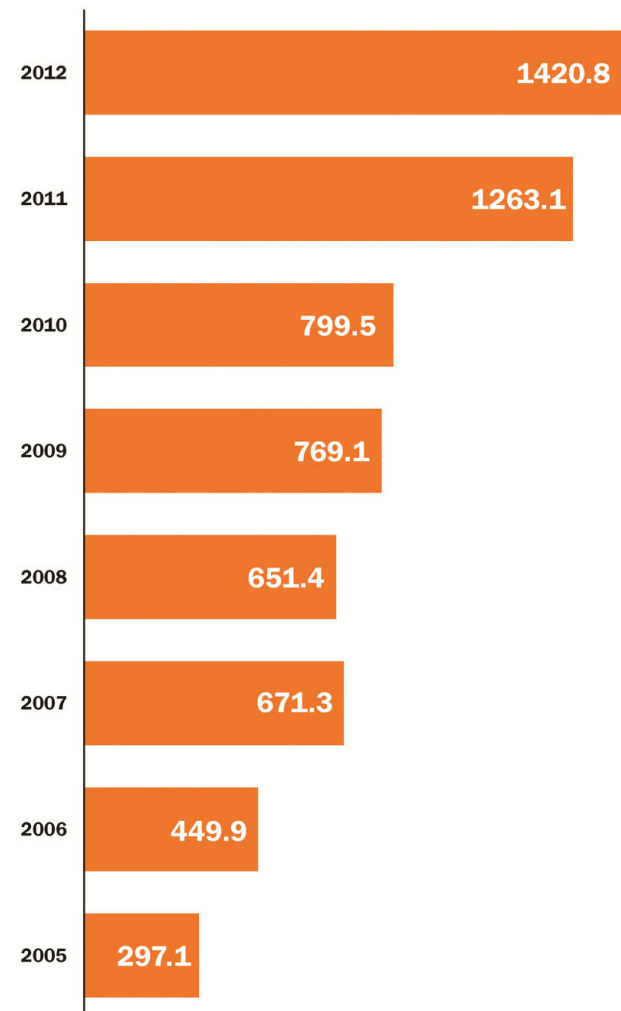
- Stakeholders of the RIC
 - OCE, WORLDiscoveries, Western Research Park, MEDI, NRC-IRAP, SBC, Lambton College, CONII
- Reduce duplication
- Promote stronger collaboration
- Streamline / better utilize resources
- One-stop shop for our tech companies

Funding Model



IRAP - Industrial Research Assistance Program
 MEDI - Ministry of Economic Development and Innovation
 ONE - Ontario Network of Excellence

Revenues (\$000's)



Strategy: Hub for Early-Stage Technology Companies



Services Available to Tech Entrepreneurs

ONE mandate is to provide services to technology entrepreneurs in 5 key areas

- 1 - Educational Programs
- 2 - Business Advisory Services
- 3 - Industry-Academic Programs (through OCE)
- 4 - Customer Development (includes Market Access, International Expansion)
- 5 - Financing and Investors

Programming

- Entrepreneur 1.0 w/Ivey
- Gearing up for Growth
- Founders and Funders
- 60-second pitch
- Peer-2-Peer
- Educational Outreach
- Community Collaboration / Partnership
- London Tech Week / Techcellence Awards

Advisory Services/Internal

Resources

- MaRS Entrepreneurs Toolkit (workbooks, webinars/lectures, templates)
- Market Intelligence Program
- Analysts: business plans, market intelligence review, business model, basic financial modelling, investor pitches, etc.
- Entrepreneur-In-Residence's: high level strategy, Service Provider Network / Expert Mentor Network / Funding /Connections

CAPITALIZATION

- Level Up
 - Awarded \$150K seed funding (\$15K to each of 10 companies)
- VentureStart
 - Awarded \$165K seed funding (\$15-30K to each of 6 companies)
 - 4 more companies currently under consideration
- Regional Advisory Services Fund
 - Awarded \$60K seed funding (\$4-5K to each of 12 companies)

CAPITALIZATION

- Founders & Funders
 - Program connecting companies to investors (VC's, Banks & Angels)
- 2012 – Helped provide \$3.3M in seed investment
- 2013 – Currently 3 companies in final stage of angel rounds (ranging from \$400K - \$3M)

Our Commitment...

- Support more than 150 existing start-ups (Engage another 50)
- Facilitate investment capital for our companies
- Grow the next generation of tech workers & entrepreneurs
- Create jobs
- Engage 150 companies (Membership, education, training, P2P's, etc.)
- Seed and support grass root initiatives
- Promote an efficient entrepreneurial/partner ecosystem
- Retain jobs in the tech sector

Thank You!

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