



british columbia  
technology industry  
association

**YEAR IN REVIEW 2011 - 2012**  
**[www.bctia.org](http://www.bctia.org)**

However, there is a remarkably successful program operating here in Vancouver called Centre4Growth, an initiative launched by the BC Technology Industry Association just 18 months ago. Centre4Growth helps tech entrepreneurs increase revenue, expand into new markets, negotiate deals, assess opportunities and, yes, accelerate growth.

Harry Jaako, Business in Vancouver, May 2012

The government's new technology strategy focuses largely on commercialization. The plan includes efforts to help companies attract later-stage venture capital. It also would provide \$12 million per year through the Clean Energy Fund to support clean technology development and includes a policy of adopting natural gas, electricity and hydrogen fuel cells in the transportation sector.

A new \$7 million voucher program would be used to allow companies to access graduate students at B.C. universities to help them with research and development. The strategy also focuses on expanding markets internationally for B.C. technology.

Bill Tam, CEO of BC Technology Industry Association, welcomed the strategy, saying it signals the B.C. government is starting to pay more attention to B.C. technology sector.

Nelson Bennett, Business in Vancouver, July 2012

Companies in British Columbia's technology sector have more than recovered from the economic downturn and are expected to hire as many as 4,000 new workers this year, according to a forecast by the BC Technology Industry Association.

BCTIA — an industry-funded organization with more than 2,500 members — surveyed its members and other tech companies and used the detailed responses, along with conservative assumptions on growth, to come up with the prediction that roughly 3,000 to 4,000 jobs will be added to the sector in the coming year, BCTIA's president and CEO Bill Tam said.

"And they've re-attained peak employment levels that we saw in 2007 and now exceed that," Tam said.

The tech sector now employs more than 80,000 people in B.C., more than the forestry, mining and oil and gas sectors combined, Tam said. Over the last 10 years it has been the second-fastest creator of jobs, after construction, adding 20,000 jobs.

"We see that trend continuing on for the next several years," he said.

Fiona Anderson, Vancouver Sun, August 2012

"This robust job growth shows the resilience of B.C.'s technology sector," said BCTIA president Bill Tam. "Our industry has added back all of the jobs lost in the downturn and has returned to peak employment levels. We're now ready to set the course for the next decade, driving new records for industry employment and revenues."

Times Colonist, February 2012

The province's technology sector has weathered the global downturn and will create thousands of new jobs in the coming year, according to the latest survey of B.C. tech companies.

A BC Technology Industry Association (BCTIA) report says that technology companies in B.C. expect to generate at least 3,000 new jobs this year, up more than 5% from the year before.

The biggest demand will be for software and hardware engineers, customer support staff, technical managers and sales and marketing staff.

"Our industry has added back all of the jobs lost in the downturn and has returned to peak employment levels," said BCTIA president and CEO Bill Tam. "We're now ready to set the course for the next decade, driving new records for industry employment and revenues."

He added, "This robust job growth shows the resilience of B.C.'s technology sector."

## BCTIA IN THE NEWS

TechTalentBC, a bi-annual BCTIA survey of B.C. technology companies, shows that respondents increased their number of employees by more than 12% between September 2010 and September 2011.

Those same companies predict a need for at least 3,000 and potentially as many as 4,000 new employees between now and September 2012.

Jennifer Harrison, Business in Vancouver, February 2012

Centre4Growth could be one of the best news stories coming out of the province's technology sector in a long time — a real poster child for selfless community engagement for the betterment of the entire community.

Business in Vancouver, May 2012

**BCTIA  
BOARD OF  
DIRECTORS**  
2011-2012

**Mark Betteridge, President & CEO**  
Discovery Parks

**Scott Edmonds, CEO**  
Webtech Wireless

**Paul Geyer, CEO**  
LightIntegra

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MDA

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COO

**Katelyn Boon**  
Office Manager

**Margarita Carlos**  
Senior Analyst

**Sabrina Cercle**  
Events & Sponsorship

**Caylee Stewart**  
Community Engagement

**Wendy Turnbull**  
Marketing & Communications

**CEOs-In-Residence**

Rob Bennett  
Howard Donaldson  
Adam Lorant  
Neil McDonnell  
Peter Payne  
Eamonn Percy  
Sandra Wear

**BCTIA  
TEAM**

**Supporting the BCTIA and our community**

BCBusiness Magazine  
BCIC  
BFL Canada  
Blake, Cassels & Graydon LLP  
Bull, Housser & Tupper LLP  
Business in Vancouver  
CIBC  
Discovery Foundation  
Discovery Parks  
E-Cubed Media Synthesis  
Ernst & Young LLP  
Farris, Vaughan, Wills & Murphy LLP

Fasken Martineau  
Gowlings  
Government of British Columbia  
Government of Canada  
IBM  
KPMG LLP  
Marketwire  
Media FX Group  
MDA  
Morneau Shepell  
Odgers Berndtson  
PricewaterhouseCoopers

SAP Canada  
SFU Beedie  
School of  
Business  
TELUS  
T-Net  
TSX/TSX Venture Exchange  
Vancouver Economic Commission  
Vision Critical  
Wavefront  
Western Union Business Solutions

**CORPORATE  
PARTNERS**

# ABOUT BCTIA

## 19 YEARS OF SUCCESS

Officially incorporated in 1993, the BC Technology Industry Association (BCTIA) is a not-for-profit organization that supports technology companies in British Columbia. Our network spans across the province and includes technology and professional services companies of all sizes and from every sector.

## OUR NETWORK

8,900 tech companies are supported by over 83,000 skilled professionals. We advocate and promote the success of our tech companies to government, investors, and the media to raise awareness of BC as place to start and grow a world-class technology company.

## HELPING COMPANIES GROW

We connect our member community to expert advice, business leaders, investment capital, new customers, and most importantly to each other. Delivering the support to help companies start, grow, and succeed.

Contact us: [info@bctia.org](mailto:info@bctia.org) | 604.683.6159

# YEAR IN REVIEW 2011 - 2012

## BUILDING COMMUNITY

### EVENTS

Over 3000 Attendees to More Than 60 Events

EDUCATION • CONNECTIONS • NETWORK

Demo Day  
GrowthWorkshops  
PowerMatch  
TechBrew  
TechForum  
Technology Impact Awards

Peer2Peer Groups

- CFO
- CTO
- Product Design & Development
- Product Management
- Sales & Marketing

### LOOKING AHEAD

#### TechPulse BC

Join the conversation.  
Help us shape policy  
& programs for  
the future.

### ADVOCACY

Working on Behalf  
of the Tech Industry

#### Advisory Councils

- Accelerating Growth
- Access to Capital
- Talent Attraction & Retention

#### BC Tech Report Card 2012

#### SRED Consultations

#### TechTalent BC 2012

This year was one marked by positive change – one in which we strengthened our focus on helping companies to grow. We share in the passion of building world-class tech companies – and are honored to be part of this great community.

- Bill Tam, President & CEO

## BUILDING COMPANIES

### CENTRE4GROWTH

Entrepreneur Acceleration

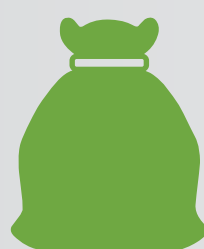
COACHING **285**  
TECH COMPANIES

"The Centre4Growth has helped us think about our business as a business, and not just a product."

- Centre4Growth Client

"Finding solid, world-class advisors in BC is hard -- Centre4Growth delivers!"

- Centre4Growth Client



**\$57M**  
NEW REVENUE  
& INVESTMENT

GROWTH  
**15%**  
**227 NEW FTEs**

"Mentors are a dime a dozen in Vancouver but few have the capability, experience and confidence required to help you build a large, worldwide business. Through the Centre4Growth program, the BCTIA has deployed a handful of seasoned, pragmatic and personable advisors."

- Centre4Growth Client

### LOOKING AHEAD

Expansion of  
C4G Services  
into new  
locations.

**1087**  
COMPANIES  
ENGAGED IN:



CEOs-In-Residence(CIR)



Growth Workshops



Business Clinics



Business Intelligence



Business Connections



Meeting Rooms on Demand

Centre4Growth: 2 Years Live (Sept 2012)

### BC'S TECH INDUSTRY

### LOOKING AHEAD

TechTalent BC 2012 predicts continued growth with increased jobs in the coming year.

**8,903**  
TECH COMPANIES

83,680 JOBS

2009 GDP:  
**\$18.9 billion**  
IN REVENUE

OUTPERFORMING  
THE OVERALL  
ECONOMY FOR A  
**DECADE**  
#1 IN INDUSTRY GROWTH  
#2 IN EMPLOYMENT GROWTH

### SECTORS:

LIFE  
SCIENCES

WIRELESS

DIGITAL  
MEDIA

ICT

CLEANTECH

HOME TO  
GLOBAL LEADERS SUCH AS:

**Absolute**  
Software

**ACL**

**TECHNOLOGIES**

**avigilon**  
THE BEST EVIDENCE™

**BALLARD**

**MDA**

**PMC**

**SIERRA**  
WIRELESS

**TELUS**

**VISIONCRITICAL**

**Westport**

**bctia**  
british columbia  
technology industry  
association

[www.bctia.org](http://www.bctia.org)

We look ahead to a future filled with great promise for our growing tech industry, and appreciate the ongoing support of our community.

- Paul Lindahl, Chairman

SOURCE: 2009 BC TECH STATS PROFILE