



# YEAR IN REVIEW 2014 - 2015

A dark blue silhouette of a city skyline and mountains. The skyline includes various building shapes, and the mountains are represented by jagged peaks. The background is a lighter blue gradient.

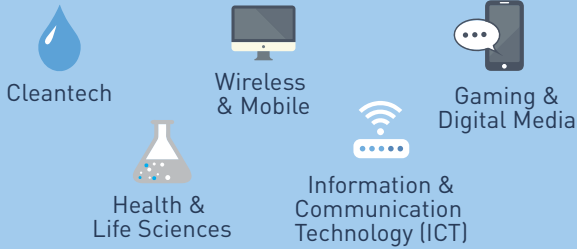
The BC Technology Industry Association (BCTIA) is guided by a mission to **make BC the best place to grow a tech company**. For more than 20 years, the BCTIA has helped to grow our province's tech cluster to over 9,000 companies that employ nearly 90,000 people, and that now outpaces the resource industry in terms of economic contribution to the province.

Our mission is to help tech companies grow, and it is supported by our core values: **Paying it Forward, Growing Together, and Supporting the Home Team.**

# YEAR IN REVIEW

# 2014-2015

## BC's Key Sectors:



**9,700** TECH COMPANIES

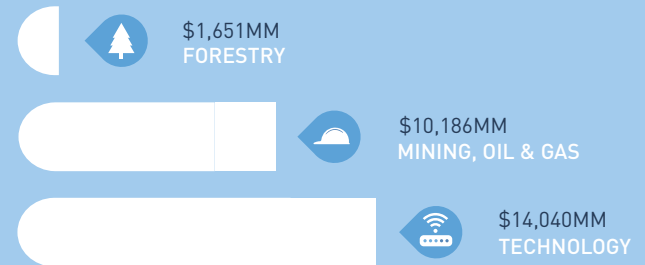
**\$1 BILLION** INVESTMENT **\$23 BILLION** IN REVENUE

**EMPLOYS NEARLY 90,000 PEOPLE**



The BC technology sector employs more people than forestry, mining, and oil & gas sectors combined

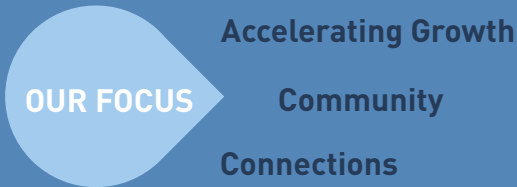
## BC TECH INDUSTRY



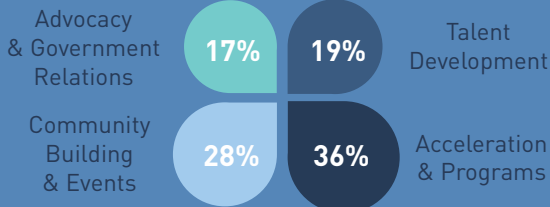
**TECH IS A TOP CONTRIBUTOR TO PROVINCIAL GDP**  
Tech is the **3rd largest** industry in the province growing at **2x** the rate of the province overall

Tech wages are **60% HIGHER THAN BC AVERAGE**

## ENABLING THE ECOSYSTEM



### Your Membership Dollars at Work:



## THE BCTIA INNOVATION HUB OPENED its doors December 1st, 2014

**140 EVENTS**

"Being part of the BCTIA Network has provided Cymax with incredible exposure and revenue growth. The BCTIA has been a reliable partner in creating connections for us and we look forward to continuing to further our opportunities through this valuable partnership."  
- Arash Fasihi, Founder & CEO, Cymax



Staging ground of investment & customer connections with strategic Partners such as: 3M, Boeing, LG, Microsoft, PayPal

**3000+ VISITORS**

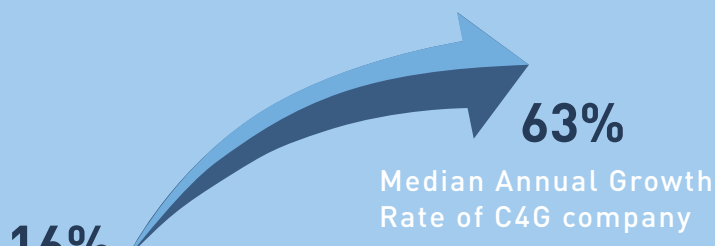
"As soon as Starling Minds joined the BCTIA Hub in May 2015, we were connected with advisors, information seminars, and key contacts in the community. All of these factors have contributed to our revenue growth and building our team. Direct support from Bill, Gary, and the other E-I-R's has helped us learn to negotiate many issues/milestones and direct us to a path of predictable recurring revenue."  
- Andrew Miki, Starling Minds



**30% Increase in new BCTIA Members**

## ACCELERATOR PROGRAMS

**CENTRE4GROWTH** continues to help tech companies grow **4x** faster



16% Median Annual Growth of BC Tech Startup\*

63% Median Annual Growth Rate of C4G company

\*Measures post-revenue BC tech startup companies (2014) based on sample of 800 companies

## HYPERGROWTH PROGRAM LAUNCH

BC's only second-stage revenue accelerator opens applications for first cohort



"I wish a program like HyperGrowth had existed when our tech business was starting out. Growing Global Relay meant trial and error; there were some very dark moments where we had no idea where to turn for support and guidance. Connecting entrepreneurs with resources and expertise early-on will save start-ups countless time. For us, it would have compressed our journey by years."  
- Warren Roy, CEO & Founder, Global Relay

"As a result of the Hypergrowth program, EDP has expanded our commercial sales team and is on track to have the biggest quarter of sales in the history of the company."  
- Sachin Agrawal, CEO, EDP

## TECHTALENTBC PROGRAM LAUNCHED

- Facilitating connections between candidates and companies
- Promoting professional development and organizational growth
- Supporting the development of a top-notch tech talent pool in BC



**500** INTRODUCTIONS of candidates to companies  
**600+** OPPORTUNITIES for professional development  
**200** TALENT SERVICES and consultations provided

"Unique events like Talent Connection Days, that give employers opportunities to meet with several qualified candidates at once, are a real time-saver and contribute immensely to the success of our business. I can't wait for the next one."  
- Darren Butterworth, Mobify

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## TALENT PROGRAMS

"The benefit from attending these events is invaluable. TalentFX sourced and prescreened well qualified candidates, and the 'speed dating' format worked wonders. We have hired 3 exceptional candidates from one event and are very happy!"  
- Suzanne Chung, Payfirma

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## COMMUNITY BUILDING

IN 2014-2015 THE BCTIA HOSTED **150+** EVENTS with **3,500+** ATTENDEES



On June 4, 2015 the BCTIA hosted over 1000 guests at the **22nd Annual Technology Impact Awards (TIAs)** RECOGNIZING EXCELLENCE in BC Technology

## EXPERTS, MENTORS & VOLUNTEERS



Gary Boddington  
Executive-in-Residence



Jeff Booth  
BuildDirect



Dan Eisenhardt  
Recon Instruments



Igor Faletski  
Mobify



Arash Fasihi  
Cymax



Markus Frind  
PlentyofFish



Michael Gokturk  
Payfirma



Michael Henson  
Executive-in-Residence



Neil McDonnell  
Executive-in-Residence



Andrew Reid  
Vision Critical



Shannon Rogers  
Global Relay



Warren Roy  
Global Relay



Laurie Schultz  
ACL



Matt Switzer  
Hootsuite



Mike McCarthy  
TELUS



Mike Hilton  
Microsoft

AND MANY MORE...

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## THE BCTIA TEAM

**Bill Tam**, President & CEO  
**Katelyn Boon**, Office Manager  
**Hana Doubrava**, Member Relations  
**Joel Etkin**, Events Specialist  
**Ana Fong-Marquez**, Program Coordinator  
**Dylan Freeze**, Senior Analyst, C4G  
**Allison Hicks**, Manager, Talent Development  
**Duane Laird**, Hub Operations Manager  
**Camila Louzada**, Manager, Talent Programs  
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**Raseel Sehmi**, Strategic Partner Programs  
**Kent Toy**, VP Finance  
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**Clayton Racine Weir**, Manager, Client Services  
**Erin Westlake**, Receptionist

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e-cubed media synthesis



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