



## Investment priorities for BC's tech sector

[BC Tech's policy recommendations](#) includes a number of priority recommendations for the Provincial government to consider to help tech companies scale-up. These recommendations are grounded in data from the KPMG BC Tech Report Cards—2016, 2018 and [2020](#)—and detailed consultation with industry members. There are 3 key investment recommendations.

- [ScaleUP BC](#)
- Procurement as a Lever
- A BC Innovation Fund

### More details on each:

#### 1. ScaleUP BC – Provincial investment \$10M over 4 years

- Accelerator programs provide access to leadership training, market access, subject matter experts, mentors and advisors that are beyond the resources of startups to access or fund themselves. Without the right programs and sufficient funding, ecosystems over time get hollowed out so that only the very smallest and the very largest survive. With funding for these programs, companies can successfully navigate a path around the 'valley of death' that otherwise challenges tech startups.
- ScaleUP BC was modelled on the successful Ontario ScaleUP program, launched in April 2019 with \$24M in provincial funding and \$52M in federal funding. ScaleUP BC includes 11 organizations across BC and the partnership continues to grow and attract new program delivery partners.
- The ScaleUP BC collaborative framework will enable consistent delivery of a sophisticated set of services, specialized programs and enhanced capabilities to support the growth of over 800 technology firms and create 10,000 jobs by 2025, leading to more a robust, sustainable and globally-competitive economy.

## 2. Procurement as a Lever – Provincial investment \$50M over 5 years

- A key tool available to government to support its home team and strengthen the ecosystem is to use procurement as a lever. Success in local procurement is a strong confidence signal, improving a company's export prospects. Since exports are key to scaling up in a relatively small, open economy like British Columbia's, procurement can directly drive scale-up across multiple fronts.
- To fully utilize procurement as a lever and to accelerate progress in adoption of technology and innovation, BC should employ set-asides for BC companies. The adoption of Value-for-BC as a provincial procurement evaluation criterion is a key acceleration tool which would mirror the impactful adoption of Value-for-Canada in the federal government's evaluation criteria

## 3. A BC Innovation fund – Provincial investment \$100M/year

**Transforming the economy requires a new investment mechanism to invest in innovation projects and proposals that would:**

- Enable BC companies to achieve rapid commercialization and export growth of their innovative products and solutions.
- Incent and encourage homegrown companies to make and retain large scale investment in BC such as new manufacturing and distribution facilities.
- Provide shared ecosystem capital assets and lab facilities for research to enable sectors where BC is a world leader to intensify their collaboration, scale faster and stay rooted in BC.
- Harness made-in-BC innovation to deliver climate action targets through consortiums of BC researchers, technology companies and energy-intensive emitters.
- Reskill workers in sectors in transition to enable them to participate in the innovation and technology economy.
- Incent and encourage the creation and retention of intellectual capital in BC and the establishment and growth of head offices with strategic decision-making and resource allocation authority.