

BC Tech C-Councils

BC Tech C-Councils are designed to facilitate a content-rich dialogue among technology CEOs and C-level executives to share insights, best practices, and challenges, with a goal of building better businesses.

Unlike other CEO forums or executive roundtables, C-Council content is all business. Each C-Council is carefully curated to ensure that participants are in similar (but non-competitive) businesses and at similar stages of growth. This ensures a peer exchange that is specific, meaningful, and highly relevant to every member.



HERE'S WHAT C COUNCIL MEMBERS HAVE TO SAY

about the value of BC Tech's C-Councils:



"BC Tech's C-Councils provide great insights and visibility that help companies gain recognition and scaleup"

Shuli Gortler
SimplyAsk AI
AI C-Council Member

"The C-Councils have been helpful in getting alignment with my peers in the tech industry who are growing at a similar pace and facing similar challenges. With their insights, I can make quicker decisions and build great relationships on the way."

Ai-Le Leroux
Traction Rec
CFO C-Council Member

"Being able to have one-on-one conversations and learning from people who have so much experience is something that I really value from being a part of the C-Councils."

Eric Enno Tamm
ThisFish
Scaleup CEO C-Council



TOP TIPS

From BC Tech's C-Councils

441 participants from 333 BC Tech member companies participate across 10 C-Councils who meet 4 to 6 times a year. These impactful forums enable members to share insights and best practices, tackle challenges and learn from experts. All with one goal in mind: accelerating member success. Participation in C-Councils is limited to BC Tech members but the wisdom gained from the forums amounts to great advice for any tech company, large or small.

CAPITAL

At our **Scaleup CEO & Sustainability** meeting, members spoke candidly about the realities of scaling, from capital intensive hardware to software to AI that must continually defend its moat. The takeaway was to prioritize relentlessly and invest in what keeps you defensible.

At our recent **Startup C-Council** meeting, members explored practical IP strategy, with a focus on chain of ownership and AI-generated code risks. The clear action: clean up assignment agreements early and review AI tool licensing before entering fundraising conversations.

At our recent **CTO SaaS & AI C-Councils** joint meeting, members shared that with SR&ED changes on the horizon, planning ahead and clearly aligning innovation work, workflows and documentation will be key to maximizing claim value.

CUSTOMERS

At our recent **CMO C-Council** meeting, leaders discussed the growing expectation for marketing to demonstrate direct impact on revenue. Maintaining discipline on ROI while still testing new channels and deploying AI is essential as marketing strategies and tools continue to evolve.

At our **CFO C-Council** meeting, we heard clearly that anchor companies play a critical role in shaping better policy outcomes. If government programs hinder innovation more than they help, especially in the AI space, BC Tech's advocacy platform gives members a direct channel for feedback.

At our recent **HealthTech** meeting, leaders shared how AI risk is showing up in contract negotiations. As enterprise demands grow, having defined positions on liability, data ownership and insurance is helping companies move through deals with more confidence.

TALENT

At our recent **AI C-Councils** joint meeting, members shared that AI delivers the most value when teams first rethink existing workflows. Applying AI to inefficient processes can risk scaling problems rather than solving them.

At our recent **CTO C-Council** meeting, leaders shared that the productivity gains from AI are not evenly distributed, with some developers delivering up to 5x more output, forcing teams to rethink performance, expectations and work allocation.

At our **Talent C-Council** meeting, we discussed how skills-based talent planning can support scaleups as market conditions change. In a more balanced talent environment, prioritizing capabilities over titles enables faster adaptation and clearer alignment between talent strategy and business growth.



AI
C-Council



CFO
C-Council



CMO
C-Council



HealthTech
C-Council



Indigenous Led Tech
C-Council



SaaS CTO
C-Council



Scaleup CEO
C-Council



Startup CEO
C-Council



Sustainability
C-Council



Talent
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