



Ecosystem Impact Report

Q3 FY2024 Oct. – Dec. 2023



A COMMUNITY OF TECH

EST. 1997

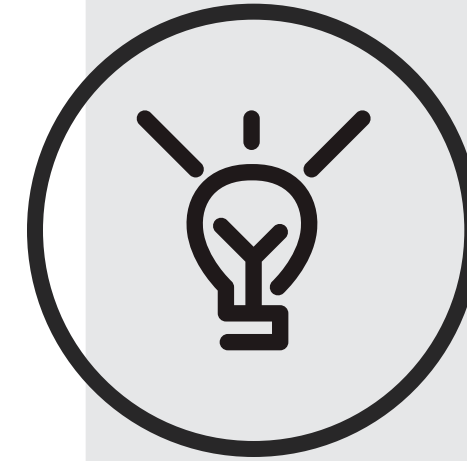
Helping founders start, grow and succeed

Communitech was launched in 1997 by a group of visionary founders dedicated to supporting one another and making Waterloo Region a global innovation leader. Today, Communitech is a public-private innovation hub that supports a community of more than 1,000 companies, from startups to scale-ups to large global players. We do this with plenty of help from our partners in the public and private sectors. As a demonstration of our commitment to service and accountability, we are pleased to present this quarterly Ecosystem Impact Report.

The data presented in each of our quarterly Ecosystem Reports are “year to date” or “running sum” numbers, starting at the beginning of our fiscal year on April 1.

Startup support

Every tech company was once a startup. And every startup needs a helping hand. That's why Communitech provides founders with a wide range of supports designed to give early-stage ventures the best chance of taking off and succeeding over the long term. Our supports include growth coaching, access to capital expertise, awareness of government funding programs, Peer2Peer Groups, specialized programs such as Fierce Founders for women and non-binary entrepreneurs, workspace in the Communitech Hub[®], and networking events like our Startup Socials and Communitech Breakfast series.



621

engaged with a Growth Coach or Founder Success Manager

360

received an intro

Scale-up support

Tech companies need different supports at different stages of growth. Once a startup has a viable product, traction in the market and significant revenue, it needs to tackle new challenges associated with rapid growth – things like consistent HR, finance and sales processes; hiring leaders with experience building teams and growing sales in new markets; and longer-term strategic plans. Communitech offers growth coaching and mentorship designed specifically for scale-ups, as well as access-to-capital expertise, Peer2Peer Groups and specialized help in areas like intellectual property protection.



200

engaged with a Growth Coach
or Founder Success Manager

47

received an intro

FROM OUR FOUNDERS

“I am thankful for the support we received from Communitech. Their team of coaches and experts have been supporting my business for over a year, bringing valuable resources to power each stage of our startup evolution. My experience working with coaches from Communitech has been fantastic. Their advice and hands-on support was tailored to my company’s unique challenges.”

-Assel Beglinova, CEO, Paperstack



Community building

Community has been at the heart of Communitech's success since we launched more than 26 years ago. Founded by founders for founders, we strive to create a thriving ecosystem that fosters mutually beneficial relationships and an inclusive sense of community. We do this through Peer2Peer Groups, roundtable discussions with influential decision-makers, founder retreats, networking and learning opportunities in the Hub, and special gatherings like Techttoberfest.

63

roundtables, thought leadership and other events

777

attendees across all events





TECHTOBERFEST

What do you get when you mix a lot of tech talk with sausage, schnitzel, polka music and a few cold beverages? Techttoberfest! The Communitech Hub gets filled with plenty of Gemütlichkeit as the tech community comes together for an Oktoberfest-style day of learning, networking and celebrating.



259

total attendees

Medtech support

Medtech is a flourishing new part of the Waterloo Region tech ecosystem. As any medtech veteran will tell you, building a medtech company comes with a unique set of challenges – things like clinical trials, Health Canada and FDA approvals and long product-development runways. Communitech works with specialized local and provincial partners to build supportive networks that help medtech founders navigate the complex regulatory pathways, testing processes, lengthy development cycles and funding challenges.

217

medtech or medtech adjacent startup member companies

20

medtech or medtech adjacent scale-up member companies

7

medtech Growth Coaches on the roster



Program participation

Communitech offers a range of innovative programming to help founders at every stage of their journey, from early stage to scale-ups and beyond. Things like growth coaching, Pro Squad experts, the employer-of-record Outposts program, Fierce Founders for women and non-binary founders, the Strategy and Planning Intensive Track, ElevateIP, advanced automotive technology support, and more.

Through the ElevateIP program, Communitech, Invest Ottawa, North Forge and our partners, have supported 493 startups in Ontario, Manitoba and Saskatchewan with IP awareness, education, strategy development and strategy implementation services from April to December 2023.



45

participants across Fierce Founder programming

57

hires through Communitech Outposts

Capital

Access to capital is essential for growing companies. Communitech supports founders through investment-readiness sessions, VC Office Hours, introductions to investors, investor-founder events, awareness of government funding programs, our Team True North™ initiative for high-performing companies and the True North Fund, which aims to help Canadian tech businesses grow into world leaders.



254

total introductions made

\$388,400,000

capital raised by all
Communitech member firms

Talent

Attracting and retaining tech talent remains one of our founders' most pressing challenges. Communitech helps address this need through our national Work in Tech job board, the Help List for displaced tech workers, our employer-of-record Outposts program, and talent-data initiatives such as the eIMPACT dashboard, which helps Canadian tech hubs understand talent movement trends across the country.

734

new hires made by member firms

7,461

jobs currently posted on the Work in Tech job board



Integrated markets

Canadian tech companies often have difficulty finding Canadian buyers, especially for those all-important first sales. Communitech is helping to solve this problem through our Fast Track collaboratives, which use ecosystem engagement to connect founders with potential customers to drive the adoption of made-in-Canada innovations. To date, we've established successful collaborations in health care and cities. We're also entering the national security field with the Canada-Ukraine Security Innovation Challenge, a bilateral competition to identify innovative solutions that strengthen the safety and technological expertise of both countries.

3

Fast Track Health challenges

40

Fast Track Health responses



THANK YOU TO OUR
FOUNDATIONAL SUPPORTERS



In conclusion

Communitech's mission is simple: to help founders start, grow and succeed. To do that, we need to stay close to the founder community and our partners. This quarterly Ecosystem Report is a reflection of our commitment to maintain and strengthen those relationships. Thanks to all of you for making Waterloo Region and Canada a global leader in innovation.