



ICT and Canada:

The Future Is Here

Canada's 30 000 information and communications technology firms make over \$140 billion in revenues annually. Our worldwide reputation is particularly strong in wireless and security technologies, digital media, software and computer services, and e-health.

Canadians Make Great Partners

- Canada is the best place in the G7 to do business, and most of the world's prominent multinational enterprises are investing in Canadian ICT expertise.
- **IBM, Ericsson, Electronic Arts, Ubisoft, SAP, EDS, Microsoft, Motorola, Nokia, Intuit, Convergys** and many others are either operating in Canada or working closely with Canadian partners through direct investment, partnerships, strategic alliances and joint ventures, subcontracting, and R&D collaborations.

"Canada has welcomed Microsoft with open arms. As a nation, it offers our globally diverse workforce an unmatched quality of life making it one of the best places to live, work and play in the world."

– Parminder Singh, Managing Director
Microsoft Canada Development Centre

Canada's Competitive Business Environment

- **Competitive economy:** Canada has boasted federal budget surpluses for the past 10 years and aims to have the G7's lowest marginal effective tax rate on business investment by 2012.
- **First-class ICT infrastructure:** Canada's **CANARIE Inc.** is an advanced, high-speed backbone network that provides research infrastructure, linking 80 universities and 50 colleges, over 2000 schools, 60 hospitals, 40 research centres, 40 government departments, 10 cultural institutions and more than 40 countries. Approximately 20 000 researchers in the Government of Canada and 35 000 faculty at Canadian universities are active users.

- **Easy access to North American and worldwide markets:** Canada and the United States have the world's largest trading partnership under the North American Free Trade Agreement.
- **Superior workforce:** Among OECD countries, Canada has the highest percentage of individuals with college or university education. Our universities produce 45 000 graduates a year in mathematics, engineering, and pure and applied sciences.
- **Quality of life:** Canada tops the G7 as the safest place to live. With its spectacular environment, a vast array of cultural amenities and universal health care, Canada's quality of life is unparalleled.

Capitalize on Canada's Technology Strengths

Wireless: Connecting the World

- Canada is at the forefront of innovative wireless technologies and applications. Canadian companies are among world leaders in WiFi, WiMAX and mesh networks, ultra-wideband and radio frequency identification, and software-defined radio.
- Canada is home to a quarter of North America's fastest-growing wireless companies (Deloitte Technology Fast 50).
- Canada's core strengths in wireless technologies and services are complemented by the presence of R&D units set up by giants such as **Nokia, Ericsson** and **Alcatel-Lucent**. These companies join Canada's homegrown technology stars, including **Research In Motion (RIM), Nortel Networks** and **Sierra Wireless** — all global leaders in their market segments.

IT Security: Making the World More Secure

- Corporations and governments worldwide rely on Canadian companies to provide effective security hardware and software. Canada's IT security companies can produce advanced applications in biometrics, cryptography and encryption, mobile authentication, cybersecurity, public safety and product certification from companies such as **Kolombo Technologies, Optosecurity, MXI Security** and **Q1 Labs**.

Digital Media: Creating a Digital Experience

- Canada has a worldwide reputation for expertise in digital media — and a remarkable record of success. Our 2300 digital media firms are internationally renowned for our animation and special effects, video and computer games, education and training products, and corporate applications. Dynamic firms employing 18 000 highly skilled workers are the dominant force in the industry. Canadian success stories include **Softimage, XYZ RGB** and **Kutoka Interactive**.

Software and Computer Services: Strengths Across the Sectors

- Canada's ICT companies have developed a global reputation for cost-effectiveness and the highest quality in products and services.
- Canada's wealth of talent has generated world-class business software in a variety of industries and vertical markets:
 - business intelligence (**IBM-Cognos** and **Business Objects-SAP**)
 - enterprise content management (**Open Text Corporation**)
 - supply chain management (**Descartes, TECSYS**)
 - video games (**Electronic Arts, BioWare, Ubisoft**)
 - digital media (**Side Effects Software, Toon Boom Animation**)
 - IT security (**Absolute Software, Forensic Technology** and **OKIOK**)
 - e-health (**MediSolution**)
 - e-commerce (**Mediagrif Interactive Technologies**)
- Canadian computer service firms such as **CGI, Matrikon** and **xwave** allow clients to concentrate on their core businesses and strengthen their competitiveness.

e-Health Technologies: Innovation for Better Health Care

- Canada's advanced e-health technologies provide the tools and techniques needed to deliver the highest quality of health care and to keep health costs under control. Our companies have well-established solutions in clinical systems, hospital and physician office resource management systems, long-term and acute care, telemedicine, and home and community care. Companies such as **Emergis (a TELUS Company), CLINICARE Corporation, MED2020 Health Care, Logibec Groupe Informatique, Nightingale Informatix Corporation** and **Momentum Healthcare** are part of the Canadian health care solution.

"Canada possesses all the characteristics necessary for successful R&D including access to highly qualified engineers and a robust university, private and public sector research infrastructure. The Canadian R&D presence is a valuable component to the global operations of Alcatel-Lucent."

– Alex Giosa, President
Alcatel-Lucent Canada

Home to World-Class Research and Development

- Canada is committed to ICT R&D. Investment in R&D by the ICT sector represents an impressive 38 percent of total business R&D expenditures.
- Successful options for innovative R&D exist across the country, often in collaboration with federal and provincial/territorial organizations, programs and academic institutions. This can include establishing a core R&D lab in Canada or partnering with a Canadian company for R&D services. It may also include connecting with a Canadian university or participating in one of our centres of excellence.

- The **National Research Council Canada** is Canada's leading resource for R&D and technology-based innovation, and is a valued industry partner in the ICT sector. The Council's **Canadian Photonics Fabrication Centre** offers Canadian firms and researchers access to state-of-the-art prototyping equipment to develop leading-edge photonic devices. (www.nrc.gc.ca)
- The **Communications Research Centre Canada** (CRC) is the Government of Canada's primary laboratory for R&D in advanced telecommunications. CRC is the only national laboratory with critical mass and expertise in wireless, broadcasting, satellite and fibre optics, components and systems. (www.crc.ca)
- **CANARIE Inc.** operates Canada's advanced high-speed network that supports collaboration in science and technology research among Canada's leading public research organizations and universities. (www.canarie.ca)
- **Precarn Inc.** supports market-driven commercialization of R&D between companies and universities in intelligent systems and robotics. (www.precarn.ca)

Opportunities for Research Collaboration are Unlimited

- **Canadian Photonics Fabrication Centre** (cpfc.nrc.gc.ca)
- **National Institute for Nanotechnology** (nint.nrc.gc.ca)
- **Networks of Centres of Excellence** (www.nce.gc.ca)
- **Network for Emerging Wireless Technologies** (www.newt.trilabs.ca)
- **Telecom Applications Research Alliance** (www.tara.ca)
- **TRLabs** (www.trilabs.ca)
- **National Optics Institute** (www.ino.ca)
- **Perimeter Institute for Theoretical Physics** (www.perimeterinstitute.com)

> TAKE ADVANTAGE OF BUSINESS OPPORTUNITIES IN CANADA TODAY

For in-depth industry-specific analysis and reports, statistics, news, events and contacts, visit Industry Canada's website at www.ic.gc.ca/ICT.

For further information about doing business with Canada and to contact a Trade Commissioner in your area, visit the Canadian Trade Commissioner website at www.tradecommissioner.gc.ca.

Other brochures in this series — on wireless, security, digital media and e-health — are available on Industry Canada's website.