



ANNUAL REPORT

2018/19



HALTECH

Message from our Executive Director

SHANN MCGRAIL



My last twelve months in role as Haltech's Executive Director have flown by and it is amazing to see how much ground we have covered in that time.

Throughout the year, we challenged ourselves to make adjustments, both minor and not so minor, that would allow us to better serve our clients and the innovation community at large. We worked hard to onboard new advisors, partners, and other collaborators to create more opportunities for all. Reflecting on these efforts, I am pleased to share that we were rewarded with results. With a 16% uptick in the number of clients we serve, we are helping more innovators than ever before, and the 40% increase we have seen in our client satisfaction score tells us they are realizing value.

Turning towards 2020, I see no sign of a slowdown to the pace of our execution. In fact, things are accelerating as we introduce programs on investor readiness, provide additional support for women entrepreneurs, and amp up ongoing efforts to showcase the great innovation that takes place in Halton Region.

With so much happening so fast in our current environment, we need to remain agile and ready to seize opportunities as they unfold. Through it all, I believe that our ultimate key to success will remain the same as it has always been—stay focused on our clients and harness the power and potential that exists right here in our community. Thank you for your continued support.

Message from the Board of Directors, Chair

JAMIE BARRON



Agility and opportunity... these two words sum up so many aspects of innovation in our region right now. Fantastic new spaces like Nuvo Networks are coming into full operation, private accelerators are coming on-line, Advanced Manufacturing Supercluster activity continues to gain momentum, and it feels like new high-value opportunities to collaborate and build a great innovation eco-system are arising almost daily. At the same time, amazing new technologies (and the ventures to help grow them) are being created by our tremendous entrepreneurs right here in Halton.

Continuing this great momentum is top of mind for us at Haltech and great new opportunities are on the horizon, opportunities which could serve to accelerate innovation in our region and create greater impacts on our entrepreneurs and our community. To seize the day, we'll all need to be agile, collaborative and pulling together to create impactful change, all with a sense of urgency and excitement about what the possibilities may hold if we can take the right bold steps.

On behalf of the Haltech Board, thank you for all you've done to support innovation in our community this past year - it's made a tremendous difference, and we invite you to continue providing the energy and passion you have this coming year!

Notable Events



INTERNATIONAL WOMEN'S DAY BREAKFAST

HerHalton is a peer-to-peer community for women who live and or work in the Halton Region. Members support and empower one another through respectful and honest discussions, collaboration and networking opportunities. An International Women's Day breakfast and other events are organized throughout the year to celebrate Halton Region's female leaders and entrepreneurs.

MORE INFO



200+ Attendees



HI5 PITCHING COMPETITION

Haltech Hi5 Pitch Competition features our high potential, innovative companies who are competing for a cash award. The competition provides the entrepreneurs with an opportunity to generate awareness of their technology, present in front of a broad audience, gain exposure with industry partners and investors and a showcase at the pitch event.

MORE INFO



100+ Attendees



INNOVATION IN ACTION

A full-day tour of innovative Halton Region companies, combined with presentations of best in class practices and technologies in action in Halton Region. Networking, discussions, and thought leadership are key features of the event.

MORE INFO

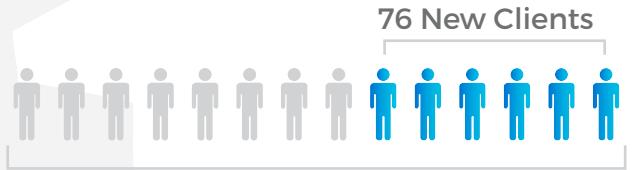


50+ Attendees



Client Distribution

Tech Sector



New Clients: Ventures who have signed on this fiscal year.
Active Clients: Ventures in Haltech's current portfolio.



Digital Media and ICT



Advanced Manufacturing



Health Tech



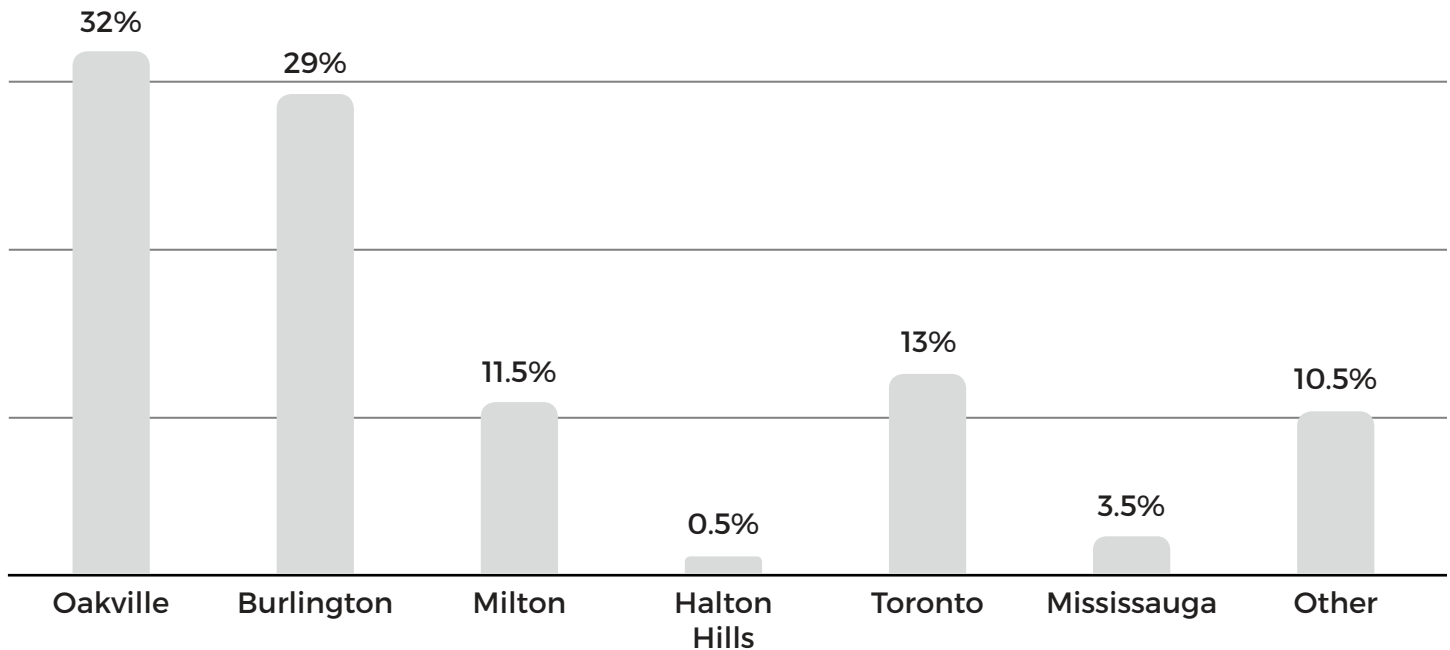
Financial Tech



Education Tech

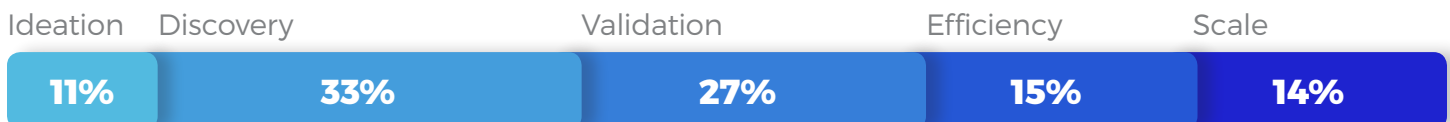


Location

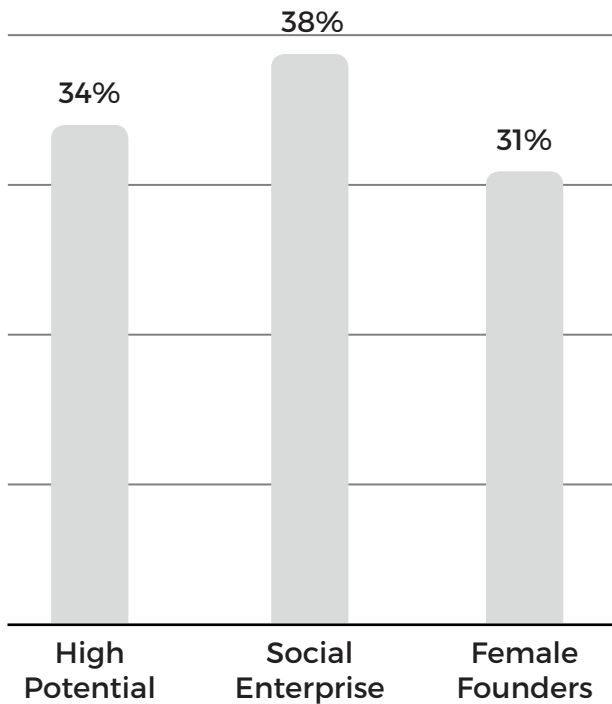


Client Distribution By Stage

Percentage of clients in each stage of the client journey.



Diversity



1586+
Total Advisory Hours



1832
Registered Attendees



58
Total Events Hosted

Economic Impact

Client survey FY 18/19

\$63M+

Client Revenue

428

Jobs Created

\$21.5M
Funding Raised

“Haltech has helped me tremendously to refine my business plan and connected me with like-minded innovators to build my brand and gain experience.”

Charles Javelona, CEO & Founder, Univjobs

Client Showcase



Enable Education

Enable Education is on a mission to revolutionize education. We help organizations enable their staff with customized interactive training materials. Our engaging digital learning experiences help our clients boost productivity and save time. Local businesses can record short skill-specific instructional videos in our innovative training studios. Our experts make the process quick and easy, ensuring a high-value learning experience for all. Enable Education is proud to support growing Halton businesses and look forward to exceeding their expectations.



CareGo Tek

CareGo is a technology firm based in Burlington, Ontario which provides automated optimized storage solutions for heavy materials. Our team is comprised of specialized engineering, precision automation, and advanced computing personnel. We are currently on the third generation of our flagship product TELIA, with over 90+ automated assets across North America and Europe.

R and D is core to the development of our technology and as partners with Haltech for just over one year we have been introduced to:

- Educational partners which have helped advanced our technology,
- Funding opportunities to accelerate our R and D programs; as well as,
- Crowdsourced activities to shared services such as sales training, commercial strategies, etc.



VideoComm Technologies

VideoComm introduces the Elevator Virtual Assistant (EVA), an elevator safety and Video Surveillance as a Service (VSaaS) software platform that enables HD video and 2-way audio communication with elevator passengers in an emergency. Available for both hardwired and wireless elevator camera formats, EVA connects emergency “Call-Button” notifications to iOS/Android mobile devices, with LIVE video & 2-way audio for better risk management and emergency verification.

GETTING THE GEARS TURNING



Client Success



Our membership with Haltech has provided Enable Education with meaningful networking and learning opportunities. We feel supported and encouraged by their commitment to the Halton business community.

Amy Leask, V.P. & Co-Founder Enable Education

Applied Recognition

Applied Recognition specializes in facial recognition technology solutions. They were awarded \$1M in investments, accepted into VMware's Technology Alliance Partner Program, and has had a partnership with Intellicheck to advance digital identity authentication.

BestLifeRewarded Innovations

BestLifeRewarded Innovations delivers science-based wellness programs. They were awarded \$100,000 in funding from the Federal Government's new **Women Entrepreneurship Fund** and won the Oakville Chamber of Commerce's Mid-size Business of the Year award.

Green Apple Pay

Green Apple Pay is a cashless payment and events management system for schools. They were awarded a \$100,000 loan from Verge Capital from their Social Enterprise Startup Fund and SmartStart Seed funding from the Ontario Centre of Excellence.

myBrokerBee wins the Centum Award for Industry Service Provider of the Year.

InStage wins Best Education, Training, and Simulation award for Sumerian AR/VR Challenge.



Whatever stage a company is in, Haltech's staff and team of experienced advisors are passionate about bringing the right education, advisory services, and strategic connections to develop and grow innovation-oriented businesses to the next stage. From startups to scaleups, Haltech is available to help you advance your technology-based innovations to market and accelerate your success.

A special thanks to our Partners & Sponsors



Haltech.ca

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