



Achieving Impact

Celebrating the
Success of Invest
Ottawa-Supported
Firms



GameStrat

#OttawaINC: GameStrat (08/27/16)

GameStrat, an Ottawa based startup, helps professional sports teams win games. Their main application, GS Replay, allows coaches to have real-time instant replay and analytics to help them make better coaching decisions.

Founder of the company and avid football player, Tunch Akkaya, received funding and a work space from Invest Ottawa and Startup Garage through their joint program.

We spoke with the CEO about where the idea came from and how Invest Ottawa helped with the game plan.

“The idea started off as a software engineering project at university but we didn’t officially start the company until May of 2015. That summer we were accepted to be a part of Startup Garage which provided us with some initial funding of \$20,000. We got a beta version up and running that fall, where my team used it during the football season. Startup Garage was a joint program between the University of Ottawa and Invest Ottawa, providing funding and working space during the 2015 summer months. During that time I made many connections and tapped into many resources. For example, the people at Invest Ottawa pointed me towards the Get There program organized by CDMN. GamStrat was chosen for the trip to San Francisco/Silicon Valley and I made a number of key connections while I was down there. Invest Ottawa has helped open many doors for us.”

Signority

#OttawaINC: Signority graduates from Invest Ottawa Incubator (02/03/17)

Working at Invest Ottawa is cool for so many reasons. We just moved into our new offices at the Innovation Centre, which is Ottawa's beautiful new tech hub. We get to meet a wide array of interesting entrepreneurs on a daily basis. It's a great experience to be able to see how our unique offering (did we mention we are the only organization of this kind in North America?!) helps so many people grow their ideas into real businesses.

Just last year, we welcomed close to 4000 people to our Entrepreneurship Centre, where they learned about corporate law, accounting, marketing, and so much more... for free! In addition, we always have between thirty to forty startups under our roof at any given time. One of those companies is Signority, an eSignature platform that we are proud to announce has recently graduated from our incubator.

We sat down with Jane He, Chief Operating Officer and Founder of Signority, to chat about her experience with Invest Ottawa.





Twelve Barrels

Twelve Barrels faces the Dragons (02/01/17)

On February 1st, our client, Twelve Barrels Canadian Whiskey, aired on CBC's Dragons' Den.

Twelve Barrels is an Ottawa startup with a passion for delicious whiskey! Their recipe is based on a Canadian Whisky first distilled in 1853 on the shores of the Napanee River and receives most of its flavour from two sources, the grains and the wood barrels for aging.

Founder, Cole Miller, pitched his business to the Dragons with great success, leaving the Den with an amazing deal of \$150,000 for 45%, and an excellent excuse for a glass of 12B's finest.

Legend

#OttawaINC

Legend

(07/28/16)

A recent graduate from Invest Ottawa's international soft-landing program, Legend Recreation Software (LRS), is successfully growing its business operations in Ottawa and quickly penetrating the Canadian market with their cutting edge software.

Established in 2002, LRS has quietly been building a software empire from its headquarters in York, England. Understanding the importance of growing their North American presence, they saw Ottawa as an ideal software ecosystem to employ the best and brightest minds.

In addition, top executive James O'Brien relocating his family, Ottawa provided the ideal environment. Low cost of living, low crime rates, vast access to nature, a family friendly environment and great lifestyle opportunities solidified his business decision.

As a result of IO's program, Legend was able to quickly take root and flourish in the Capital. They have increased their number of clients and hired local Ottawa talent (in fact, they are currently hiring for four more positions!)

In the last year, Invest Ottawa has accepted seven other companies into the soft-landing program. Thank you to our public partners, without your support these programs would not be made possible.





SonicWall

SonicWall Opens Ottawa Office (07/28/17)

SonicWall, a leader in cybersecurity which was recently spun out of Dell, has opened an office in Kanata North, Canada's largest technology park. The company is lead by former Entrust CEO, Bill Connor and since opening the doors to their Ottawa facility in April, has spooled up quickly to over 30 people.

Mayor Jim Watson visited SonicWall learn about their ambitious growth plans in Ottawa and welcome them to our ecosystem. They cited the city's talent, talent pipeline and relative cost and ease of doing business as the main reasons for their expansion to Ottawa.

You.i TV

You.i TV moving to new 40,000 square-foot Kanata space (07/12/17)

One of Kanata's fastest growing firms is moving, but not far: You.i TV has a new home, with plenty of space for its freshly expanded team. The developer of TV software apps will move to 307 Legget Dr. this fall, a stone's throw from its current home on Solandt Road. The new building – part of KRP Properties' large west-end portfolio – features 40,000 square feet of space, with the option of expanding to a third floor with an extra 20,000 square feet. Altogether, the building would have capacity for as many as 300 employees – space that You.i TV is likely to need in the coming years.





BluMetric

BluMetric gains traction in Central America with \$1M in contract wins (07/26/17)

Looking to add more geographic diversity to its revenue mix, Ottawa-based clean-tech firm BluMetric (TSX-V: BLM) says it's signed two foreign contracts for its water and wastewater treatment technology. The company says the deals, announced last week, in El Salvador and the Dominican Republic are worth more than \$1 million combined and validate BluMetric's strategy of cultivating client confidence through long-standing relationships in its target sectors: food, beverage and agriculture, mining and organizations involved in the treatment of water, sewage and industrial waste.

Bluink

Ottawa's Bluink cracking password to global e-commerce security market (06/26/17)

Ottawa tech startup Bluink is on the brink of a breakout with password management and authentication software it says is one-of-a-kind in the market.



Bluink Ltd. Brings Ontario Digital Identity to Your Smartphone (11/9/17)

The Ontario Government today announced that Ottawa-based Bluink Ltd. will develop eID-Me, a secure digital identity carried on user smartphones, as part of Ontario's Small Business Innovation Challenge.

Bluink's eID-Me allows Ontarians to prove their identity for online and face-to-face services with convenience, strong privacy, and no passwords. eID-Me's strong security and simple user experience will help reduce human error, fraud, and identity theft while saving time and money for Ontarians and the Ontario Government.

eID-Me provides a convenient mobile user experience. Ontarians who have existing Ontario identity records, such as health card, driver's license, or age of majority, will be able to register for eID-Me directly from their smartphones.



Farmlead

**Online and mobile grain marketplace company
FarmLead, honoured at
Agri-Food Innovators in Eastern Ontario awards ceremony
(12/01/16)**

This award recognizes the work of local agri-food innovators whose ideas and passion strengthen their businesses, grow the province's agri-food sector and boost the economy and create jobs.

FarmLead has been Invest Ottawa's client for just over a year. Within this time, they have been able to strengthen their marketing strategies and overcome challenges thanks to the help from IO's entrepreneurs-in-residence.



#OttawaINC: Farmlead (03/23/17)

This week, FarmLead, an Invest Ottawa client, announced a \$6.5 million USD Series A funding - a major win that will help support FarmLead's expansion into the US market and the opening of a Chicago office.

FarmLead has been a part of Invest Ottawa's incubator program for over two years. They have benefited from office space and guidance from Entrepreneur-In-Residence, Michelle Van Tol, who helped them their funding round.

FarmLead's success is the most recent in a long, growing line of successful Ottawa startups. Previous graduates of Invest Ottawa's Acceleration program include GymTrack, Signority, Spoonity and GIATEC; the efforts of Ottawa's startups attracted more than \$25M in investments in 2016 and \$51M in 2015.

Thanks to the support from our public funders, Invest Ottawa is able to help startups, such as FarmLead, to scale and grow their business.

FarmLead Moves to a new plot of land in Ottawa (07/07/17)

Having outgrown its first digs at Invest Ottawa's incubator space, FarmLead picked up its roots and moved into a new office space this week. The agri-tech firm, which hosts an online marketplace for grain dealers across North America, set up shop at 240 Bank St. on Thursday leasing a 2,800 square foot space with room for roughly 30 employees.

According to Forbes, FarmLead among top 25 innovative agri- tech firms around the world (06/28/17)

From irrigation hardware engineered to beat the drought to biotechnology startups cultivating future cash crops, Forbes has identified the 25 most innovative pieces of burgeoning technology in this space. Together, they have more than \$400 million in financing. Those investments come from the likes of the Bill and Melinda Gates Foundation, Kholsa Ventures, GV (formerly Google Ventures), Monsanto Ventures and Andreessen Horowitz, as well as in-house venture capital arms like Campbell Soup's Acre Ventures. Even President Barack Obama's former White House chef is getting in the game.



Contextere

Ottawa-based Artificial Intelligence (AI) Software Companies Land Major Investments (07/28/17)

AI and machine learning job openings have risen to almost 500% percent in Canada within the last two years (reported by job search engine site, Indeed.com). Of which, Ottawa claims five percent of job opportunities.

This surge of opportunities comes as a result of sector growth, development, and investments. In the last month, two local companies, who are also Invest Ottawa clients, have made headlines after announcing recent funding wins:

Contextere, an enterprise software platform that delivers blue collar AI to the industrial workforce, received a \$1.1 million USD investment from Lockheed Martin, a global security and aerospace company. These funds will allow Contextere to design, develop and deliver an intelligent personal agent for aerospace and defense maintenance personnel.

MindBridge, a technology company which develops AI aimed at preventing fraud, closed their seed round with \$4.3 million. The funds generated by investors, including members of Ottawa's Capital Angel Network and Fresh Founders, will allow MindBridge to meet the international demand for their product and also expand their team.



Ottawa startup, Contextere, receives \$1.1 million USD investment from Lockheed Martin to transform future of work in aerospace (07/28/17)

Contextere is pleased to provide details on a recent investment made by Lockheed Martin (NYSE:LMT). The \$1.1 million USD investment will allow contextere, an emerging Artificial Intelligence (AI) software company based in Ottawa, Ontario, to design, develop and deliver an intelligent personal agent for aerospace and defense maintenance personnel. The system will be applicable in field service and industrial inspection activities as well as more complex maintenance, repair and overhaul (MRO) tasks.

Contextere Collaborates with Samsung to Bring AI-Powered Wearable Technology to Industrial Markets (11/03/17)

Contextere announced today it will collaborate with Samsung Electronics America Inc. to bring contextere's intelligent personal agent for industrial workers to Samsung Gear S3 wearables. The contextere software, which provides industrial workers with the right information, at the right time, on the right device, will also leverage the Samsung GearUP Wearable API Marketplace on the company's wearable devices to deliver AI-powered capabilities such as real-time health intelligence, geo-location for improved safety, and notification task alerts and hands-free calling.

"contextere is focused on human-centric innovation, and our collaboration with Samsung exemplifies this," explains Gabe Batstone, contextere CEO. "We are excited to bring our transformational industrial software to Samsung users, as well as our customers in Aerospace, Energy and Smart City markets. This includes Lockheed Martin Aeronautics, as part of their C-130J Super Hercules program, who earlier this year invested in the development of an intelligent personal agent for aircraft technicians."



MindBridge Ai

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Invest Ottawa Incubator Client Raises \$4.3 Million Seed Round (06/28/17)

Just days after being profiled in the Globe & Mail, artificial intelligence startup MindBridge.AI has raised \$4.3 Million in an initial seed round with the hopes of generating \$100-million in revenue in four years, and filing an Initial Public Offering within five years.

From graduating from Invest Ottawa's incubator in January 2016, to being accepted into the Bank of England's FinTech incubator, and bringing on Ottawa tech heavyweight Eli Fathi as CEO, the company has seen a lot of success in just a short amount of time.

Recently in the Financial Post, their Chief Technology Officer, Robin Grosset said, "Ottawa is now doing a really good job of creating the right environment and ecosystem to create new organizations that are delivering new value. A lot of people are now looking here for the talent, the academic programs and the support of institutions like Invest Ottawa."

MindBridge now joins FarmLead, who raised \$6.5 Million in March, as the latest Invest Ottawa incubator client to raise significant funds in 2017. As a regional innovation centre (RIC), Invest Ottawa's business acceleration services are supported by the Province of Ontario's ONE program.

MindBridge Ai Named one of Canada's Companies-to-Watch in the 2017 Deloitte Technology Fast 50™ Awards (11/09/17)

MindBridge Ai received a Companies-to-Watch award that recognizes early-stage firms with strong growth potential. As part of the Deloitte Technology Fast 50 program, the Companies-to-Watch Award category honours Canadian tech companies that demonstrate promising potential to be a future Technology Fast 50 candidate.

MindBridge Ai's CEO, Eli Fathi, credits the entire MindBridge Ai team for the organization's success in delivering a proven solution that addresses a significant gap in the market.



Welbi

Making waves at Wavefront Summit (05/02/17)

This week Invest Ottawa (IO) sponsored three portfolio companies to participate in the Wavefront Summit, a leading Canadian forum for enterprise industry of things (IoT) hosted by Wavefront, Canada's wireless Centre of Excellence in Commercialization and Research.

Welbi, Contextere and Aetonix showcased their technology solutions during the exhibition; participated in B2B meetings with large enterprises; and pitched their startup to a captive audience at the Summit. These efforts paid off ten-fold for Welbi as they claimed Wavefront's triple crown: the title for best pitch, a \$5000 prize and the Audience Choice Award. An incredible victory for this Ottawa-based startup!

Invest Ottawa is proud to collaborate with Wavefront, sponsor its annual Summit, and host a Wavefront wireless zone here at Bayview Yards! This enables the entrepreneurs and firms we serve to leverage the wireless programs, technologies, and capabilities delivered by Wavefront when developing and testing new homegrown mobile products and services. This also allows Invest Ottawa and Wavefront to combine our expertise, work together to achieve shared objectives, and catalyze the commercial success of wireless and mobile firms in our region!

ChangeJar

ChangeJar selected for 500 startups (11/21/16)

This past week has been filled with exciting announcements for Invest Ottawa client, ChangeJar, whose application allows users to load change from cash transactions onto their phone and make everyday purchases easier, among many other uses.

Today, ChangeJar announced their partnership with Payment Source Loadhub, which will now allow users to load money onto their app at 6,000 Canada Post locations. This announcement comes right after the news of their acceptance into a well-known accelerator, 500 Startups.

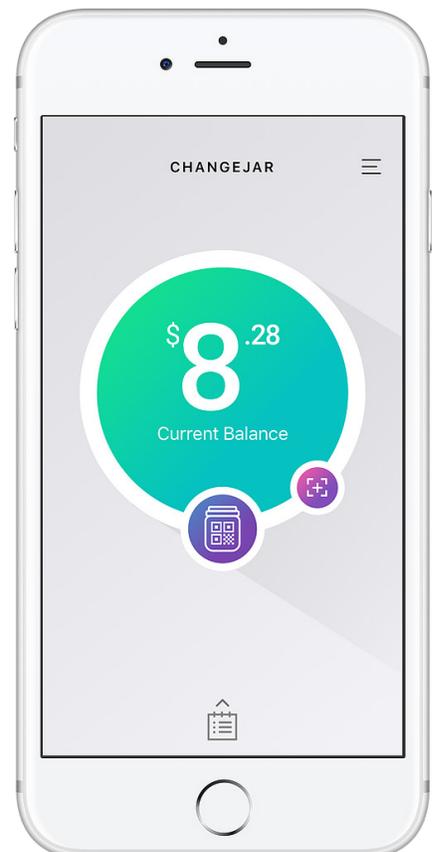
ChangeJar has been a portfolio company at Invest Ottawa for over two years and has benefitted from mentorship services along with workshops.

A penny for your thoughts? Ottawa portfolio company, Changejar, pitches to investors at Demo Day (08/15/17)

Only a few months ago Changejar was preparing for their move to the Silicon Valley accelerator, 500 Startups, to participate in Batch 19, an intense four-month program.

Getting into this program (which BTW has an acceptance rate of roughly 4%) gave them access to the 500 Startup network, knowledgeable mentors, a spot on stage for Demo Day, and much more.

Demo day is an invite-only event that brings together over 500 active and accredited investors for a private viewing of recent accelerator startups. Changejar CEO and Co-Founder, Tom Camps, took to the stage last week and captured the crowd with his quick quips and fast facts.





The Growcer

**Ottawa-Based Startup, the Growcer,
Creates Jobs & High-Quality Food to
the Far North
(10/20/17)**

The Growcer is an Ottawa startup that repurposes shipping containers by turning them into hydroponic greenhouses called the Arctic Growing Systems. These cold weather container farms can grow fresh produce in the harshest of weather. The company is determined to create an environment where the healthy alternative is just as convenient and affordable as the unhealthy one. Currently, The Growcer has delivered operational Arctic Growing Systems to 8 communities in the Far North.

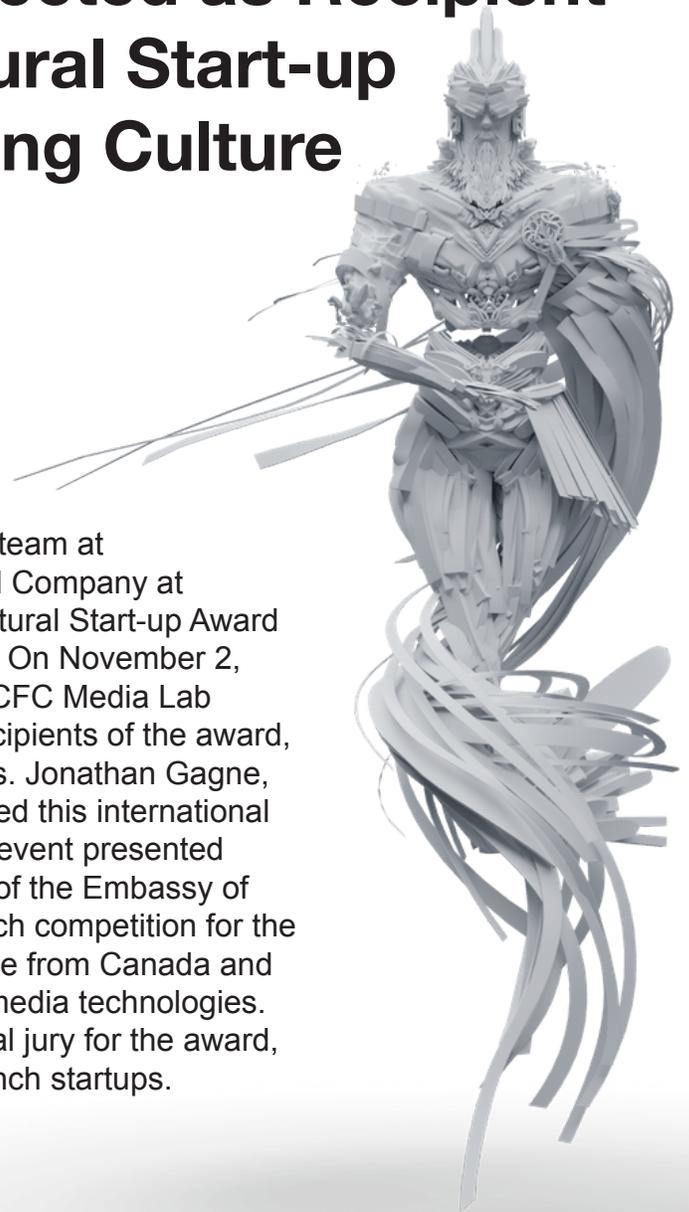
Masterpiece VR

#OttawaInc Brinx Software (10/20/17)

Brinx Software, a virtual reality (VR) startup, recently gained attention from their interactive VR innovations. Alan Neal, the host of CBC's 'All in a Day' series, featured Jonathan Gagne, Founder and CEO of Brinx Software, on the show this week. They discussed the world of VR, how Brinx stands out from the rest and future plans for the next generation platform.

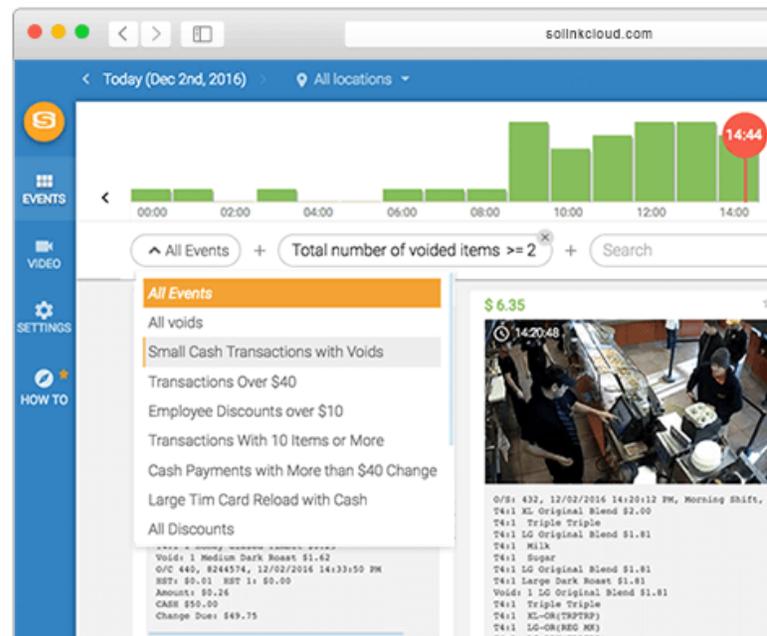
MasterpieceVR Selected as Recipient of the Second Cultural Start-up Award at Enterprising Culture Forum in Toronto (10/03/17)

Congratulations to Jonathan Gagne and the team at MasterpieceVR, an Invest Ottawa-Supported Company at Bayview Yards, on receipt of the Second Cultural Start-up Award at the Enterprising Culture Forum in Toronto. On November 2, 2017, the Canadian Film Centre (CFC) and CFC Media Lab announced MasterpieceVR as one of two recipients of the award, sponsored by Founding Partner BNP Paribas. Jonathan Gagne, Founder and CEO of MasterpieceVR, received this international award at the end of Enterprising Culture, an event presented by CFC Media Lab and the Cultural Service of the Embassy of France in Canada. CFC hosted an onsite pitch competition for the Cultural Start-up Award with ten finalists – five from Canada and five from France – all working in immersive media technologies. Companies pitched a prestigious international jury for the award, who selected the winning Canadian and French startups.



Solink

Your guide to 48Hrs In The Valley, as told by two Ottawa alumni



Twice a year, the C100 brings 20 of Canada’s most promising startups to San Francisco for “48hrs in the Valley.” The selected companies go through mentorship, pitch workshops, meetings with C-level executives and have access to the C100’s elite network. By the end of this intense two-day program, startups walk out with fresh perspectives, new approaches and a stack of crisp business cards.

This year’s theme focused on all things capital: human, financial, and social. The event aimed to help founders navigate through the different types of capital associated with various stages of growth within a company.

We caught up with two of the December cohort grads, and Invest Ottawa portfolio companies, Zighra and Solink, to learn about their experience and hear their top three takeaways.

Solink Secures Additional \$5 Million in Funding (11/03/17)

Solink Corporation, a leading cloud-based security solution for video recording, loss prevention, and investigations, announced on Wednesday, November 1, that it closed \$5 million in new funding, led by Generation Ventures, with participation from ScaleUp Ventures, BDC IT Venture Fund and Valor Equity Partners.

“We are pleased to have secured the confidence, commitment and ongoing support of investors with a track record of success in supporting iconic companies,” says Mike Matta, Solink CEO. “Together, we will be able to meet the growing demand for our solution while making surveillance video a source of insight, instead of just an insurance policy. With so many hours of surveillance video recorded, businesses need Solink to proactively identify fraud and deliver business insights.”

Assent Compliance

Assent Compliance secures \$40 million in fresh equity (11/01/17)

Assent Compliance is a 12-year-old software company with an awkward name and an unusual location for a tech firm — Ottawa's east end. It may be transforming into something rather special. Three years ago, just 25 people worked at Assent Compliance, which specializes in software for verifying if multinationals and their suppliers are complying with ever-proliferating government regulations. Today the head count is 225.

Assent Compliance secures \$40M in Series B financing (11/01/17)

Assent Compliance, an Ottawa supply-chain management software firm and Invest Ottawa client, has landed its second significant series funding in just over one year. The company announced Series B financing of CDN \$40 million from Greenspring Associates, a leading American Venture Capital firm, on the strength of some of the strongest early results in the subscription-based SaaS business. This investment comes of the heels of another recent success. Assent Compliance also recently received CDN\$250,000 following a successful application and pitch to the Ontario Scale-Up Voucher Program (OSVP) established by the Government of Ontario.

Assent Compliance continues to grow exponentially as they maintain their sizable lead in the compliance market through their unique full platform capabilities, their subscriber SaaS business and Assent University. The company has gone from 20 employees in 2014 to over 220 today and continues to expand as they strive to fortify their team with top talent.





Mitel

Investors applaud Mitel's \$430M ShoreTel acquisition (12/22/16)

Shares of Ottawa-based Mitel Networks rose more than seven per cent on the Toronto Stock Exchange on Thursday following the company's announcement that it was purchasing long-time acquisition target ShoreTel in an all-cash deal worth about \$430 million. That's \$110 million less than what Mitel offered ShoreTel shareholders roughly three years ago for the U.S. firm in a deal that was ultimately scuttled.

Mitel completes acquisition of Toshiba Unified Communications Systems (07/05/17)

Mitel a global leader of enterprise communications, today announced that it has completed the acquisition of certain assets, inventory and support obligations from Toshiba Corporation's Unified Communications business.