City of Ottawa Economic Development Pillars

- Urban Services
- Rural Economic Development
- Economic Development Services
- Tourism and Creative Industries
- Knowledge-Based Industries
Long Term Strategic Advantage

DISRUPTIVE TECHNOLOGY

HIGH VALUE JOBS

MARKET LED INNOVATION

Venture Development

Global Expansion

scale up

business retention & expansion

foreign direct investment

early stage

incubate & accelerate
Venture Development Client Impacts

- **1,555** Total Clients Supported by RIC
- **41,348** Total Advisory Hours Provided
- **2938** Jobs Created by Ottawa Entrepreneurs
- **$321.7M** Investment Attracted by Startup Portfolio
- **26,080** SBEC Workshops Attendees

"This space creates leads through the events held here. We've closed actual sales or raised grant revenue just by being in the space."

“We leveraged the Entrepreneurs-in-Residence to prepare ourselves for the best possible chance to raise capital.”

“The infrastructure is amazing and it's an A+ for what they've done and it's just tremendous.”

“If you’re serious about building a global company, you should go to Invest Ottawa.”
Global Expansion Economic Impact by KPMG

Over 5 years, Invest Ottawa’s Global Expansion Team facilitated the growth of:

- **3,030** Direct Jobs
  - Over 5 years
- **2,054** Additional Jobs
  - Including indirect and induced jobs
- **5,084 Jobs**
  - Including direct, indirect and induced jobs

Facilitated direct jobs resulted in...

- **$684 M GDP**
  - Including direct, indirect and induced impacts
  - For the province of Ontario over 5 years

Economic activities of supported companies contributed to generate...

- **$103 M Taxes**
  - At all three levels of government over 5 years
  - Including direct, indirect and induced impacts
- **$24 M Taxes**
  - Municipal taxes, primarily residential property taxes from all jobs created and sustained (excluding commercial property taxes)

Source: Statistics Canada simulation based on data from Invest Ottawa
Case Study

- Technology design firm from Sweden
- 1 employee lands in Invest Ottawa soft-landing space in 2014
- Grows to 200 employees by 2018
- Plans to further expand team to 400 people by 2021
- Expanded footprint from 10,000 sq ft. to 36,000 sq ft.

“Ottawa was a natural fit for Syntronic, Invest Ottawa was key to fast tracking the Company’s expansion in Ottawa.”
Growth Facilitation

Assent

Syntronic

MindBridge

QNX

Ford

Infinera

Amazon

Fellow

Saba Halogen

Ericsson

Nokia

Fuze

SonicWall

SurveyMonkey

Iversoft

Boeing

Lixar

Pythian

Redock

Fluidware

Cisco

Lockheed Martin
“Ottawa’s talent base is important and real.”

“If we are looking at [talent] quality, innovation and price, we are in the sweet spot [in Ottawa].”

“We were successful [in securing government grant of $10 M] because of the help of Invest Ottawa. This grant will have a major impact on Ottawa, creating several new high-value jobs.”

“If it was not for Invest Ottawa, we would have gone to Montreal and then home.”
Future Investment Opportunities

- Deliver World Class Operational Excellence
- Passionately Drive Market Led Innovation
- Optimize Talent Attraction, Development & Retention