



Q3 2020

Impact Highlights

Invest Ottawa is the lead economic development agency for knowledge-based industries in Canada's Capital, facilitating wealth and job creation in the City of Ottawa. Our team delivers venture development, global expansion and talent programs and services that help to fuel the growth and success of entrepreneurs and firms.

Invest Ottawa is helping to:

Fuel the growth of our economy



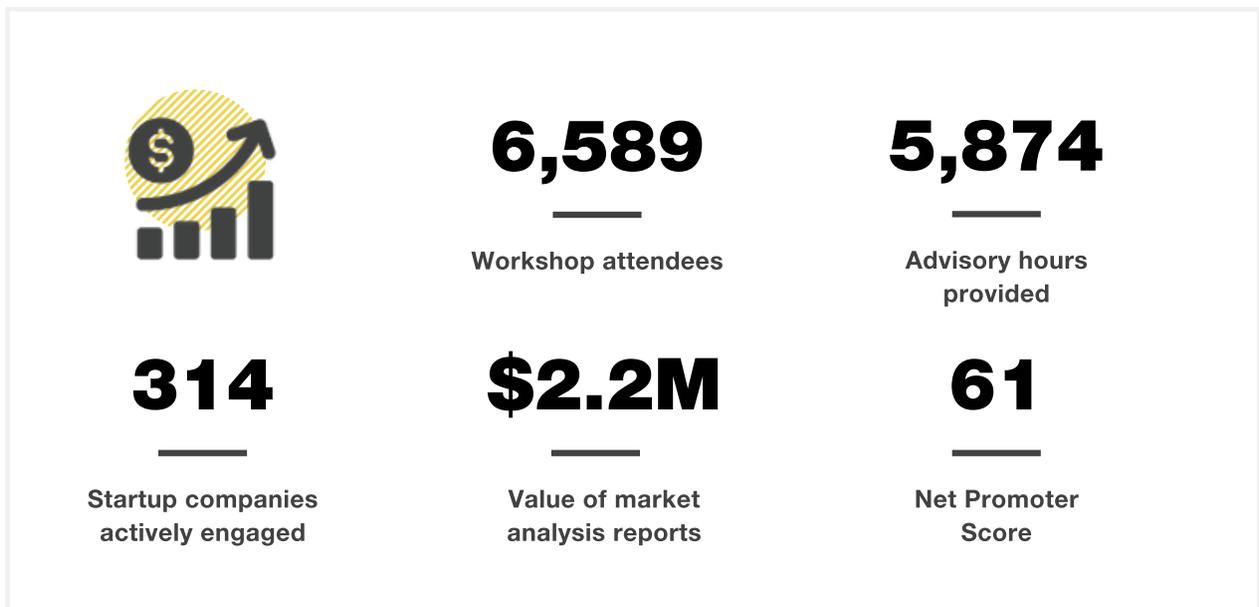
Increase the global competitiveness of companies



Attract new talent & firms



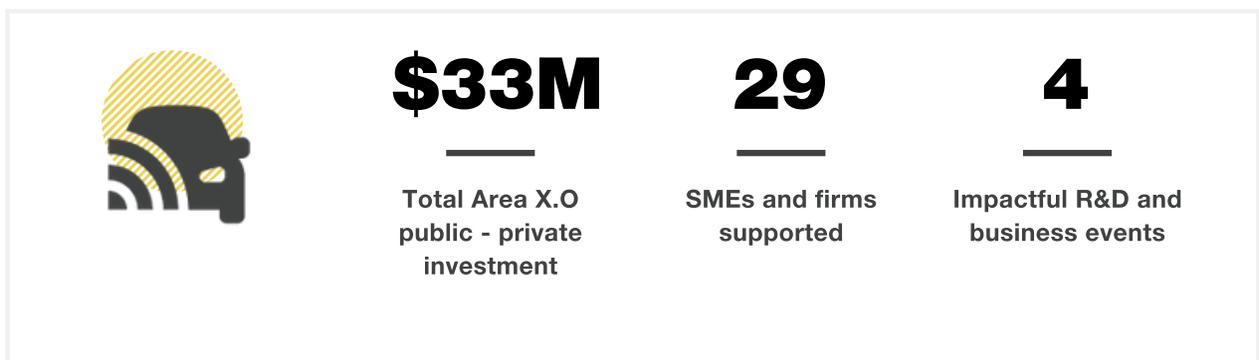
Accelerate the growth of startups and scale-ups



Enable the development, attraction & retention of top talent



Drive CAV & Smart City innovation and business through Area X.O



Note: metrics cumulative until the end of the relevant quarter.

Q3 2020 COMPANY HIGHLIGHTS

Gigamon

Expanding an international footprint with a new R&D location in Ottawa.

The worldwide leader in network visibility, analytics, threat detection and response announced plans in Q3 to expand its international footprint with the addition of its fourth tech hub in Ottawa, Canada.

Capitalizing on the city's diverse talent pool, the company's fourth major tech hub will tap into the city's deep tech expertise to build out a world-class Research & Development (R&D) team in the coming months with the goal of an office opening in 2021. Gigamon currently has tech hubs in Santa Clara, California; Seattle, Washington; and Chennai, India with sales offices worldwide.



“When reviewing potential expansion opportunities in North America, we considered a number of attractive options. In the end, Ottawa’s diverse workforce and bustling tech community made it the clear choice,” said Shane Buckley, President and Chief Operating Officer at Gigamon. “I would like to thank our partners at Invest Ottawa for being such tremendous partners throughout this process. We look forward to adding the best of the best to our team as our new tech hub will play a vital role in supporting our accelerated growth trajectory.”



Ottawa, Canada’s national capital, is well known for its highly skilled tech workforce, with a strong focus on candidates with software-as-a-service (SaaS) and cloud expertise. This past summer, Ottawa saw one of the highest year-over-year increases in [CBRE’s Tech Talent rankings](#) and secured the top spot for tech talent concentration.

This announcement further supports a long-term trend of sustained growth for the city’s vibrant tech sector, especially as a center for R&D. Throughout the selection process the Ottawa bid was actively supported by Invest Ottawa’s Global Expansion team and Ontario International’s team in California and Canada.



“We are proud that leading-edge companies like Gigamon have chosen to expand their operations into Ontario, and today’s announcement further solidifies Ottawa as a cornerstone of Ontario’s technology ecosystem,” said Vic Fedeli, Ontario’s Minister of Economic Development, Job Creation and Trade. “This is a testament to the impressive talent, dynamic business climate and vibrant culture of innovation in the province.”

“I am extremely proud to welcome Gigamon, an industry leader in network agility, visibility and security, to the nation's capital,” said Jim Watson, Ottawa Mayor. “This is a significant investment by an emerging tech industry leader, reinforcing Ottawa’s position as an attractive city in which to do business, particularly during these uncertain times.”

Initial hiring opportunities in Ottawa will predominately be for software engineers, with a focus on Cloud and SaaS skill sets. Over time, Gigamon expects significant expansion in Ottawa comparable to their existing tech hubs. For specific job descriptions, please visit the Gigamon career page. For more information on Gigamon, visit www.gigamon.com.

Q3 2020 COMPANY HIGHLIGHTS

Kivuto

Ottawa tech firm sees surge in e-Learning demand.

Kivuto has been transforming the way schools distribute digital resources to students and faculty for over 22 years. The worldwide e-learning market is projected to be worth \$325 Billion in 2025. Today, this Ottawa-based leader in EdTech streamlines the management and delivery of academic software, eTextbooks, cloud licenses, and all other types of digital resources for educational institutions.



The pandemic offered Kivuto a unique opportunity to accelerate. According to the company's chief financial officer Blair Geddes, educational institutions have traditionally been "a little slow" to adapt digital technology, but COVID-19 has completely shifted the market.

"It became pretty clear in mid-April that our business was starting to accelerate," Geddes told OBJ. "Then our investors were all-in."



On September 14, Kivuto recently closed a \$7.6 million equity financing round by existing shareholders Roynat Equity Partners. The funding allows Kivuto to grow its sales and marketing team to expand in key markets such as the U.S., Europe and Asia. The company also plans to boost R&D spending from about 15 per cent of revenues to nearly 20 per cent as it continues to add new products to its lineup.

Since joining Invest Ottawa Scale-up program, Kivuto has leveraged advisory services in HR, product management and market research. Kivuto currently employs 85 staff, having grown its workforce by 13 people since the Spring.



Kivuto Cloud and Academic Programs make it easy to distribute online learning resources to students and faculty in one location.

Kivuto Cloud covers the management side of things as a cloud-based platform. Academic Programs makes up the resources and programs that live in the Kivuto Cloud.

Kivuto also parents two sub-brands, OnTheHub, a discount software shop and Texidium, an e-text library.

Kivuto currently serves clients in over 180 countries, including prestigious names in post-secondary education such as Harvard, Stanford and Oxford.