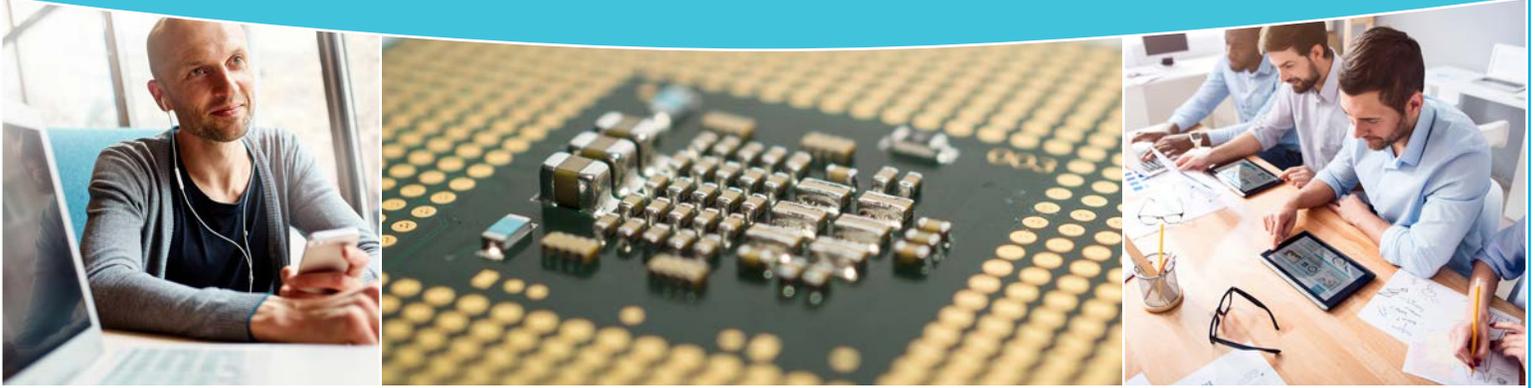


Invest Innovate Grow



Coquitlam was one of seven communities from across BC honoured with the BC Small Business Roundtable's "2013 Open for Business Award", which recognizes local policies, projects and programs that support small business.

BC's technology sector has become one of the province's largest sectors accounting for 7.6% of our GDP.

Technology Sector

British Columbia

BC's technology sector has become one of the province's largest sectors accounting for 7.6% of the BC economy and adds \$15.5B to our Province's GDP. The technology sector employs over 84,000 people in a variety of subsectors such as information and communications technology (ICT), digital media and wireless, health and life sciences and clean-tech. The sector includes 9,000 established companies and another 18,750 emerging companies.

BC is recognized as a destination for technology investment and as a leader for developing and growing technology companies. A highly-educated labour force, strong educational institutions, clusters of technology companies, stable economy and proximity to the United States and Pacific Rim markets establish BC as an ideal place for technology businesses. This is demonstrated by job growth in the technology sector increasing at twice the rate of overall employment growth in the province.

Growing Subsectors

Information and Communications Technology (ICT)

The ICT subsector, which accounts for 20,550 jobs, over 2,665 companies and \$9.5B in revenues, spans various services from software, to telecommunications, to electronics. Some of BC's leading companies include Telus Corp., Shaw Communications, Bell Canada, Rogers Communications, SAP Canada Inc. and MacDonald, Dettwiler & Associates.

Digital Media and Wireless

The Digital Media and Wireless subsector in BC consists of over 16,500 jobs, 1,150 companies and generates \$3B in annual revenue. With innovations in multi-media, gaming and e-learning, BC's digital media subsector is one of the top performing industries in the world. →

"Our site location analysis determined that Coquitlam offered a host of advantages for technology companies, such as access to a large and well-educated labour force and a variety of competitive, wireless, high-speed Internet and telecommunication services."

*Helen Leung,
Cantronic Systems*

Coquitlam's Major Employers

Company	# of Employees *
Ampco Manufacturing	130
MedRay Imaging	105
Seon Design	98
Intertek Testing Services	46
Graytek	10

(*estimated numbers)

TRICELERATE

"The technology ecosystem in Coquitlam is rapidly growing. TriCelerate has received amazing support from many partners, including the Tri-Cities Chamber of Commerce, Coquitlam Public Library City Centre Branch and the City of Coquitlam, to help drive entrepreneur development in our community."

Aly Dhalla,
Co-Founder, TriCelerate

BC possesses a highly-educated and skilled labour force and a long-standing entrepreneurial history in design and development. This has led to a number of international companies locating facilities in BC, such as Electronic Arts (EA), Rainmaker Entertainment, Microsoft and Sony Pictures. The Wireless side of the subsector in BC contains a wide range of companies offering applications software, technology infrastructure and equipment including PDAs, phones and handheld devices. BC's wireless industry is driven by a deep pool of skilled talent and expertise, an entrepreneurial culture of innovation and accessible global markets. Some of BC's top wireless solutions companies include Sierra Wireless, Glentel, Spectrum Signal Processing by Vecima, BSM Technologies and Norsat International.

Health and Life Sciences

The Health and Life Sciences subsector includes a broad range of activities such as therapeutics, diagnostics, pharmaceuticals and medical devices. This subsector, which is dominated by pharmaceutical and medical technologies, has created 8,500 jobs, over 310 companies and generates \$805 million in revenue. BC has the fastest-growing biotech centre in Canada and the seventh largest biotech centre in North America. Some of BC's largest health and life sciences companies include Stemcell Technologies, Life Labs, McKesson Imaging, Arbutus Biopharma and Kardium Inc.

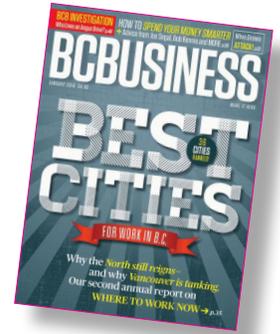
Clean-Tech

The Clean Technology industry, which includes power generation, energy efficiency, transportation and industrial processes, focuses on the research and development of energy and environmental technologies. Currently, this subsector accounts for 6,400 jobs, over 200 companies, and \$1.7B in revenues. BC's leading companies include Schneider Electric Canada, Westport Innovations, Ballard Power Systems and Alterra Power.

Coquitlam

Coquitlam's technology sector has diversified over the past decade to include a variety of businesses in the ICT, digital media and wireless, health and life sciences and clean-tech subsectors.

In 2014, the Economic Development Office collaborated with a group of technology entrepreneurs to establish TriCelerate, a technology accelerator in the Tri-Cities. TriCelerate aims to create sustainable growth for local business start-ups and technologists. In 2015, the TriCelerate Innovation Hub opened at the City Centre Branch of the Coquitlam Public Library, and the Coquitlam Start-ups meet-up group is now followed by over 370 entrepreneurs. →



In December 2015, Coquitlam was ranked fifth out of 36 cities in BC Business' annual list of the "Best Cities for Work in BC", a study derived from economic indicators reflecting the quality of a city's job market.

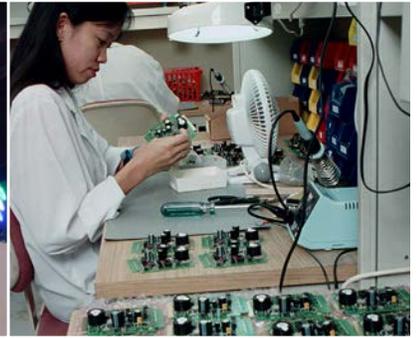
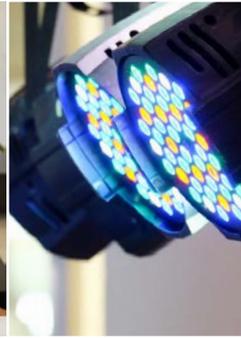
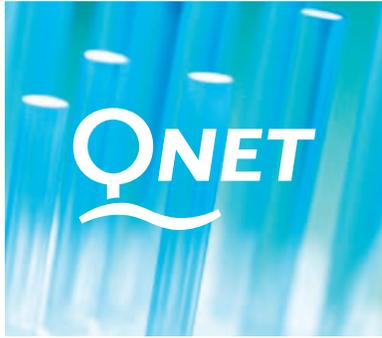


Economic Development Office

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Technology Sector



“QNet is a major reason why we expanded our service offering into the City of Coquitlam. Allstream found QNet to be a very interesting and innovative business model as it effectively opened up access to high speed telecom services in Coquitlam by leasing unlit fibre optic cable. For our company, this was very attractive as it allowed us to enter the Coquitlam and Tri-Cities region without the capital investments required to deploy the fibre optics infrastructure needed in the area.”

*Bridget Phillips,
Account Manager, Allstream*

Coquitlam’s labour force in the technology sector is continuing to expand. The majority of Coquitlam’s technology firms operate in the Southwest industrial area. Coquitlam is home to a variety of technology and knowledge-based businesses such as Cantronic Systems, Seon Design, QMI Technologies, MedRay Imaging and Graytek.

Coquitlam Optical Network (QNet)

The City of Coquitlam continues to develop economic development strategies designed to respond to the needs of technology companies. One example of innovative policy decisions designed to increase investment and job creation is QNet. A subsidiary of the City of Coquitlam, QNet was established in 2008 to facilitate the use of the City’s fibre-optic network. The 60 kilometre network was originally designed to connect the City’s traffic signal system and facilities. QNet has enabled the delivery of low-cost broadband services from competitive telecom companies to Coquitlam’s residents and businesses.

The emergence of QNet makes Coquitlam the only city in Canada to open up access to high speed services in the community by leasing new carrier grade optical fibre to telecom service providers. This enables Coquitlam to support existing and future businesses by meeting the escalating need for high-speed communication bandwidth.

QNet has paved the way for the entrance of Internet Service Providers such as Uniserve and Allstream. QNet has also assisted the growth of local technology and knowledge-based firms such as Graytek, Cantronic Systems and QMI Technologies as well as the relocation and/or expansion of companies such as NCIX.

The Future of the Technology Sector

BC’s technology sector will continue to create jobs and investment. If the BC technology sector could match the magnitude and impact of the US sector at 10.3% of overall GDP, the BC sector would add \$9.1B to the provincial economy (GDP), over 65,000 jobs and increase labour income by over \$4.1B. The City of Coquitlam will continue to create innovative policies that promote the growth and development of technology and knowledge-based firms in the community.

“As a Community Imaging Clinic, our success depends on a large population base from which to serve. Coquitlam’s significant growth and central location gives us access to the population we require to effectively manage and expand our businesses.”

*Randy Webster,
Chief Operating Officer,
MedRay Imaging*

Economic Development Office

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JULY 2016

QNET

*Our business...
is your future!*

QNet delivers superior, carrier grade fibre optic network access within the City of Coquitlam, providing residents and businesses with the most competitive telecommunication choices of any municipality in Canada.



QNet Offers Coquitlam Businesses...

- > *Dedicated fibre optic connections from competitive carriers*
- > *Base cost of \$400 per month*
- > *City wide network*
- > *Free installation*
- > *Symmetrical bandwidth speeds of 100Mbps, 1Gbs, 10Gbs, etc.*
- > *State-of-the-art data centre co-location opportunities*
- > *60 Km of fibre*



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