

ANNUAL REPORT

2017/18

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HALTECH

## Message from our Executive Director

### SHANN MCGRAIL

Though it has been only a short period since I have had the privilege of walking through the doors of Haltech as its Executive Director, it has been like opening the cover of a good book. With every page turn, I am treated to tales of how this organization is helping client companies navigate the challenges and opportunities of taking innovations to market. Among the stories told by hundreds of clients, a common theme permeates the descriptions of our involvement: powerful connections, top-notch education and advisory services, delivered by a team that is focused on client success.

Moving ahead, I am particularly excited about contributing to the next chapters of Haltech's success story by building on a strong foundation and amplifying its impact across the region through partnering, collaborating, and building a thriving community. It is going to be an adventure and I encourage you to help me write the exciting and rewarding plot points yet to unfold by sharing your thoughts and ideas.



## Message from the Board of Directors, Chair

### JAMIE BARRON

With new homes at TechPlace and MEVIC and our funding extended for two years, Haltech has been on an exciting journey this past year. New innovation and boundless creativity and vision of our entrepreneurs are driving technology commercialization across our region like never before. Job and population projections for Halton over the next 10-15 years suggest we're only getting started, with much of the growth to be fuelled by knowledge-based innovation.

Our Board, staff, EIRs and mentors all share a passion for innovation. To make it even better, we are thrilled to welcome Shann McGrail to Haltech as our new Executive Director. Thank you for your continued support and contributions to innovation in the Halton Region!



01

## Key Events

### FUTURES Innovation Summit 2017

*Health. Tech. Connect.* was the theme for the 2017 Halton FUTURES Innovation Summit co-presented by Haltech and Halton Region. The event put a spotlight on how innovative technology solutions are transforming the delivery of healthcare services from the hospital clinic to home. The sold out conference featured more than 20 invited speakers including 3 keynote presentations from Cloud DX, IBM Canada and Microsoft Canada. The Summit concluded with the Tech Startup Spotlight Pitch Competition which featured iCare Home Health, Digital Medical Experts, Eyecarrot Innovations and MedChart.

02

### Hi5 Pitch Competition

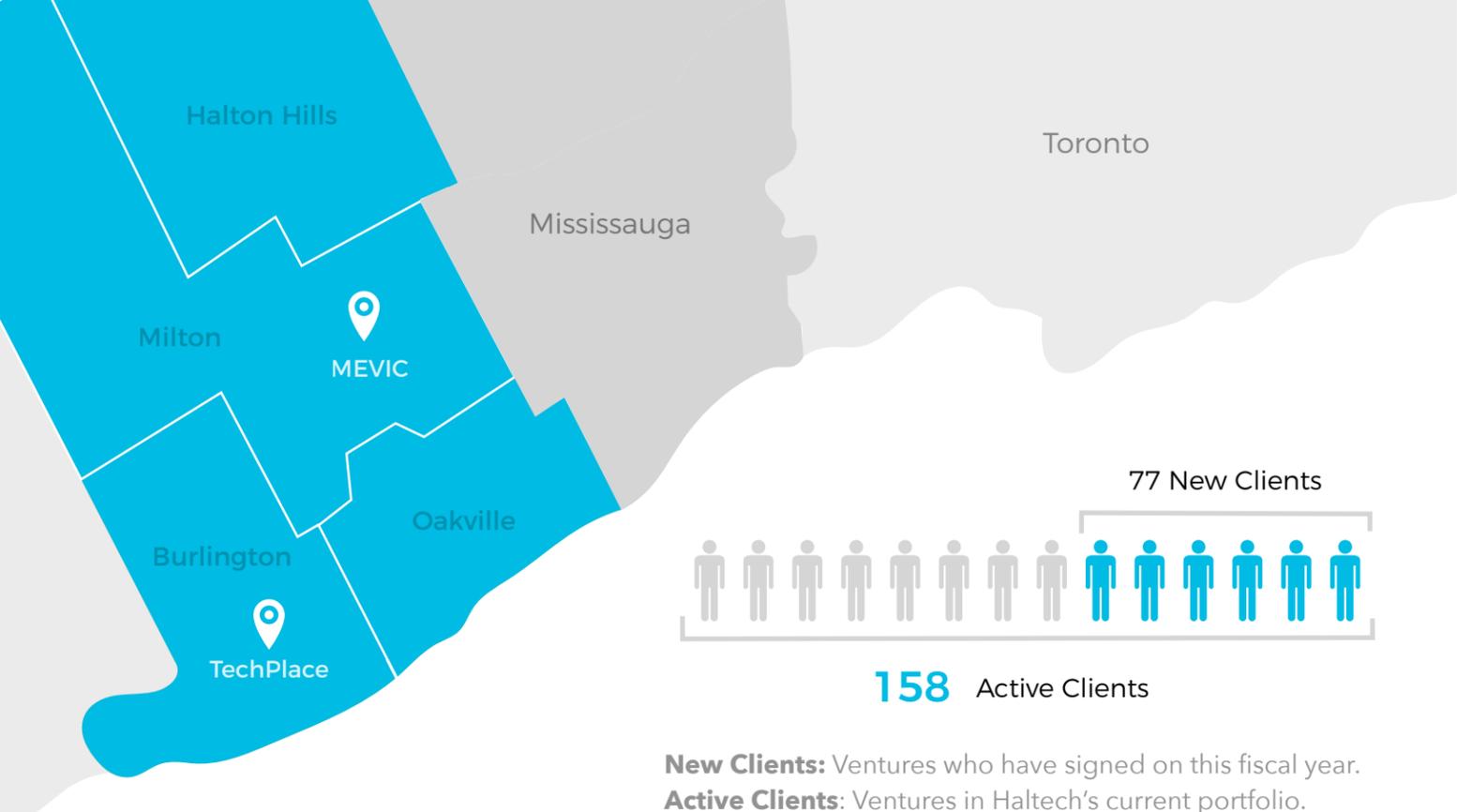
In April 2018, Haltech hosted the spring Hi5 Pitch Competition where five high-potential clients pitched their business to the judging panel for the chance of winning \$4,000 in cash prizes, sponsored by BDO. The presenting startups were Instage, Tempstars, Klusster, WishMe and UR CSI. Instage and WishMe were the big winners of the night having been awarded first and second place in the competition. The aim of the Hi5 is to give visibility to Haltech clients who are at an early yet promising stage of their growth.

03

### #HerHalton Peer-to-peer

Women Founders/Co-Founders make up 35% of Haltech total client base. This number is steadily increasing year over year. In recognition, on March 8th, 2018, Haltech co-hosted the first annual #HerHalton Women's Day Breakfast. Over 100 guests were treated to an engaging panel discussion from accomplished female leaders. As a follow up, Haltech, alongside TechPlace and Angel One announced the launch of the new P2P Network for women to connect and share their expertise, provide support, and mentorship.

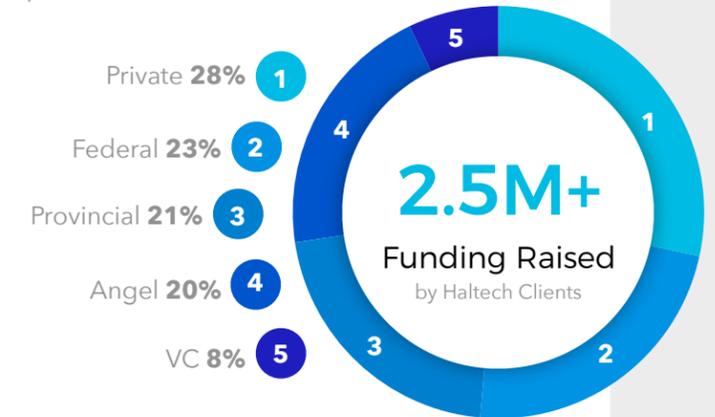




**New Clients:** Ventures who have signed on this fiscal year.  
**Active Clients:** Ventures in Haltech's current portfolio.

## Economic Impact

Based of BAP Survey - Completed by 107 Clients (FY 17/18)



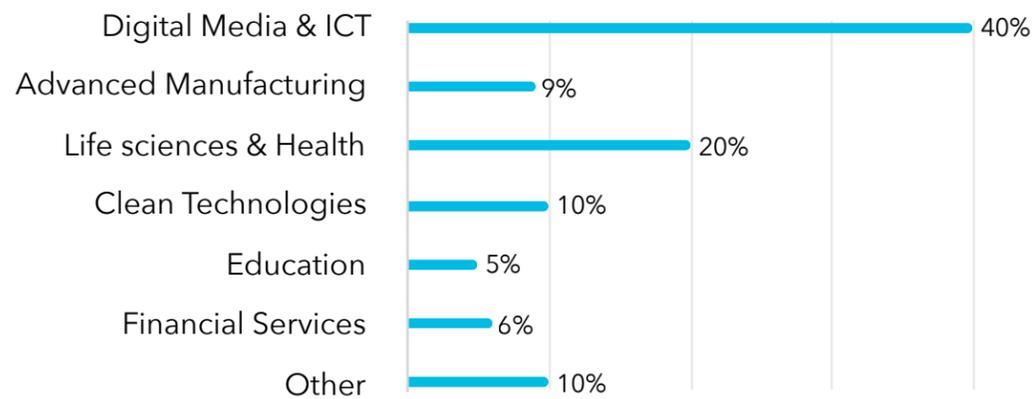
*"The biggest impact that Haltech provided was an introduction to people who became instrumental in our platform development and have become part of my management team."*

Christopher Tufford, CEO of Green Apple

## Client Distribution

Based of Launchspot data of 158 clients (FY 17/18)

### TECH SECTOR



### LOCATION

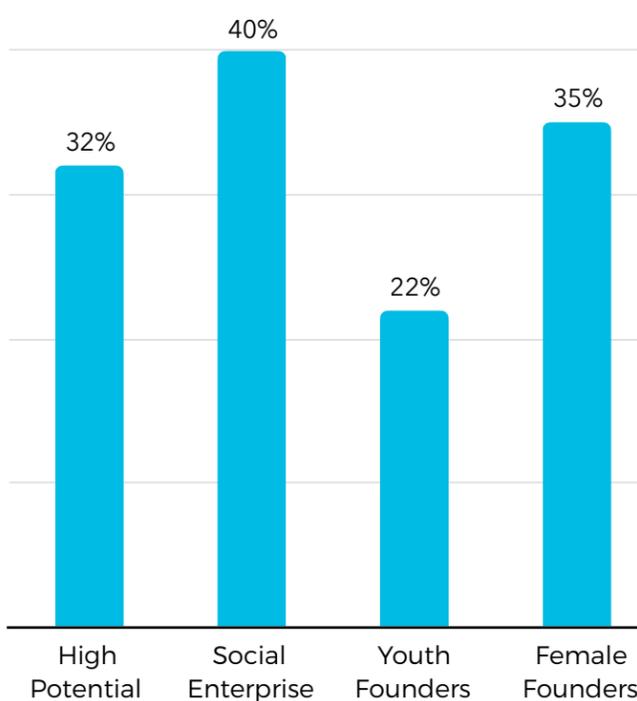
	%
Oakville	31
Burlington	18
Milton	7
Halton Hills	1
Toronto	15
Mississauga	5
Other	23

### HEAT STAGE

Haltech HEAT is a tailored program to support tech companies at every stage.  
 Ignite: Ideation & Company Creation; Accelerate: Customer Acquisition & Marketing Development;  
 Radiate: Scale up & Revenue growth



### DIVERSITY



## New & Exciting Clients

### InputHealth Inc.

HEAT™ Stage: Radiate

InputHealth delivers the Collaborative Health Record (CHR): a cloud-based software platform which connects patients and healthcare providers through a single, integrated and open health record. The CHR solves common practice management pain points through an end-to-end suite of modules serving to optimize clinical workflows and reduce common inefficiencies, while paving a path towards value-based, patient-centred care. The CHR can completely replace an existing electronic medical record (EMR) or alternatively digitize a paper-based clinic. The CHR is presently being leveraged by hundreds of healthcare providers across the country to optimize care to millions of Canadians.

### Advanced Technology Emission Solutions

HEAT™ Stage: Radiate

As an early stage innovation company focused on commercializing a portfolio of Intellectual Property assets utilizing their proprietary Induction Heated Catalyst technology, they benefit from the energy and creative interaction that occurs in the Tech Place /Haltech ecosystem. ATEs has benefited from a supportive group of investors, industry stakeholders and government engagement. We place a high value on being associated with the Tech Place and Haltech team members and the services they bring to companies like ours.

### MyAbilities Technologies Inc.

HEAT™ Stage: Accelerate

MyAbilities is transforming ergonomics through artificial intelligence (AI) with the introduction of other disruptive workplace health & safety, and data analytics software platform. MyAbilities was created to help employers, employees, insurance companies and healthcare providers across industries by ensuring workplace safety using state-of-the-art AI video analytics and advanced ergonomics. In addition, MyAbilities delivers streamlined workflows for internal safety teams, as well as optimizing communications with insurers and medical providers.

## Client Success

“ Becoming a client of Haltech has unquestionably been one of our best decisions since founding Instage VR. There is no question in our minds that the encouragement, support & advice received from EIRs, Mentors, and staff has been instrumental in our success. From referrals to potential clients through to sourcing funding opportunities and helping to perfect our pitch deck, Haltech has been there for us 100%

Nicole McLean, Co-Founder, InStage

### FUNDING

- Healthy Pets won the “Most Promising Startup” Award at Telus Small Business Pitch Competition and raised \$500,000 in veterinary telemedicine services.
- Illuma-drive secured \$1 Million Dollars in private equity
- MedChart and partners received \$497,620 in grant funding from OCE Health Technologies Fund.
- The Sky Guys was awarded \$750,000 from the Small Business Innovation Challenge by the Government of Ontario.

### PARTNERSHIPS

- CloudDX worked with Microsoft on the HoloLens project and partnered with Canadian Medical Association’s Joule for MR technology.
- Acquired Insights Inc. will collaborate with Hanson Robotics to deploy next-generation humanoid robots
- Cappers Applications Inc. became a IBM partner in hyperledger technology

### PITCH COMPETITIONS

- InStage won 3 pitch competitions (Speaker Slam, Branded, Digifest), after winning Haltech’s Hi5 pitch competition, and has now partnered up with McLuhan & Davies Communication



Haltech is at the nexus of Halton Region's innovation ecosystem, working with technology companies to accelerate innovation for business growth. We help technology entrepreneurs and companies to validate, scale and grow product and service innovations with a wide range of free services that include: Business Advising & Innovation Support, Entrepreneur Skill Development and Corporate Innovation Partnerships.

### A special thanks to our Partners & Sponsors



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