

Ontario Centres of Excellence Inc.
ANNUAL REPORT 2013/2014



Where Next Happens



Ontario Network of Entrepreneurs



Ontario



About OCE... What we do

A leader in innovation in Ontario, Ontario Centres of Excellence (OCE) works with industry and academia to commercialize research that creates new technologies, products, and services while generating new jobs and businesses. A champion of breakthrough research and disruptive technologies, OCE invests in collaborative commercialization and youth entrepreneurship projects in areas of the economy that are driving Ontario's prosperity and global competitiveness: advanced health technologies, advanced manufacturing, energy and environment, and ICT and digital media.

OCE's programs focus on helping companies tap into leading-edge research conducted at our universities, colleges and research institutes, supporting the development of a world-class knowledge transfer system and training the next generation of innovators and entrepreneurs.

A not-for-profit organization, OCE receives operations and program funding from the Ontario government as well as the federal government. We are a proud member of the Ontario Network of Entrepreneurs (ONE) and a key partner with the province in delivering Ontario's Innovation Agenda.

VISION

Prosperity from Innovation – an Ontario where bright minds connect to create prosperity

MISSION

Accelerating innovation through game-changing research leading to successful commercialization and vibrant collaboration between industry and academia, launching the next generation of products and jobs.

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OUR ILLUSTRATOR

Thanks to Jim Ridge for his evocative drawings, which so brilliantly convey the essence of OCE and how we go about supporting entrepreneurs and advancing innovation for Ontario. Jim is a professional illustrator focusing on business and management concepts.

govisionmap.com

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Who We Serve

ONTARIO-BASED:

- Start-up companies
- Small- and medium-sized enterprises (SMEs) and large companies
- Entrepreneurs, principal investigators and students from colleges, universities and research hospitals
- Technology transfer and industry liaison offices
- Regional Innovation Centres (RICs) and Sector Innovation Centres (SICs)

The OCE Story

PAST, PRESENT AND FUTURE

For nearly 30 years, Ontario Centres of Excellence has played a key role as a catalyst in advancing Ontario's economic transformation. Over the past three decades, Ontario and Canada have seen their traditional economic foundations shift from commodities-based, North American-focused economies to those that are global, outward looking and knowledge-based.

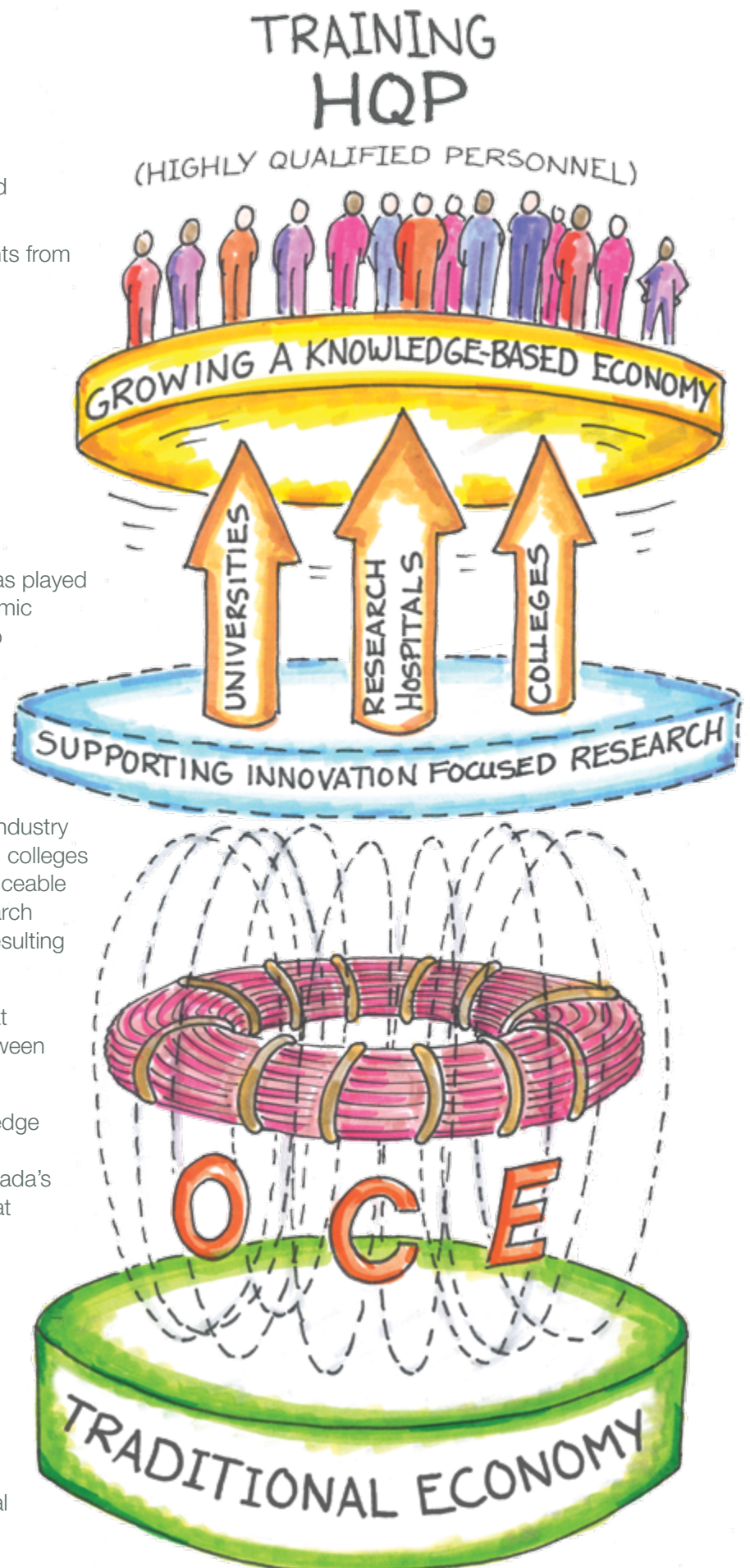
Prior to the creation of OCE, collaboration between industry and the province's academic institutions (universities, colleges and research hospitals) was limited. There was a noticeable disconnect between the quality and quantity of research being produced and the level of commercialization resulting from it.

That's where OCE comes in. Our role is to bridge that gap and create productive working partnerships between Ontario's industry and academia.

Today, OCE drives the commercialization of cutting-edge research across strategic market sectors to build the economy of tomorrow and secure Ontario's and Canada's global competitiveness. We concentrate on areas that will deliver the greatest social and economic benefits through more and better jobs across the province.

We are now significantly increasing our focus on youth entrepreneurship as a means of fostering Ontario's culture of entrepreneurship and developing the next generation of business leaders.

Through our flexible suite of programs, we are a catalyst for innovative business development helping companies grow and achieve sustainable commercial success and global competitiveness.



A Year of Transition and Growth

A discussion between Ontario Centres of Excellence Board of Directors Chair Michael Nobrega and CEO Dr. Tom Corr

How would you characterize the OCE experience last year?

Tom – It has been an exciting year of transition in working with the Ontario government to help them realize their goals. The provincial announcement of more than \$295 million in youth employment programs in the 2013 budget led to many new programs that are now being managed by OCE. And we have seen significant growth overall. There will be a thousand funding applications reviewed this year – almost triple that of last year.

This has been a year of establishing and launching programs and working out the details. Next year, we will begin to see the results in terms of job creation and follow-on investment.

Michael – This growth in new programs launched by OCE is very positive. It signals that OCE is getting really good traction in the marketplace with both entrepreneurs and funders such as government and industry. It also confirms that OCE is demonstrating that we have developed a sustainable business model. This is seen in the number and range of programs we are now able to offer as a result of government and industry support.

What do you especially want our stakeholders to know about what we achieved in 2013/14?

Tom – I'm very excited about some initiatives we've recently become involved in such as the launching of the Campus-Linked Accelerator program, which has evolved from a pilot to a full program; TalentEdge to provide Ontario students and recent graduates with internship and fellowship opportunities; the growth of

the Collaboration Voucher Program; and our partnerships in the oneeleven and Venus Cybersecurity incubators. We're finding more opportunities to partner with industry to advance various sector-specific initiatives. This is another way for us to support areas that are priorities for the province that are synergistic with our traditional mandate in funding industry-academic collaboration.

Michael – We've evolved into a very efficient and effective delivery business. This can be seen in our drop in program delivery costs as a percentage of our total funding deployed, as well as in terms of the growth of our funding portfolio. This shows that we are becoming more productive as our programs scale and grow. We've built confidence and trust amongst our provincial and federal government, and industry funders to roll out programs in an accountable, transparent and efficient manner.

Also, OCE has entered a new phase in establishing significant relationships and partnerships with major organizations like OMERS and IBM. This is important as these arrangements help us build the profile and credibility we need to have the greatest possible impact. These are the kind of players that only come to the table when you can demonstrate tangible results.

Tom – The fact that OMERS and IBM find it useful to partner with OCE speaks volumes about the role we can play in assisting not only university spinoffs but these larger organizations as well. Our partners trust us to be an honest broker in bringing organizations together to effect transactions for economic development.

Is OCE evolving in a particular direction?

Tom – We continue to move toward a whole-of-government approach wherever possible. To avoid duplicating efforts, we have been successful in bringing different levels of government together to deliver common programs for them. We work with government organizations on initiatives that are important to them such as youth entrepreneurship.

We are also becoming an even closer partner with industry. Through our Collaboration Voucher Program, we are able to work with industry to deal with bigger challenges to advance innovation in provincial priority sectors.

Michael – We have become a real connector amongst the various players in the marketplace. And in building a whole-of-government approach, OCE has access to program funding that allows us to have a much greater impact in creating economic growth.

Tom – And we are building solid relationships with industry and, as a result, are able to bring significant amounts of funding to the table that wouldn't otherwise be available to the province to address their priority areas.

Michael – A big winner in all this is the youth of the province, who are getting a chance to develop their talents and skills. We are supporting companies that are creating jobs which generate taxes for the province. And that is a good deal for taxpayers.

What do you believe is the secret of OCE's success?

Michael – We have matured as an organization and are evolving and demonstrating our strengths...deal by deal...and having the moxie to secure the whole-of-government initiative and to establish the relationships with significant industry partners. There is definitely a sense of momentum.

What are the biggest challenges we face?

Tom – We must continue to increase our efficiency as an organization so that the cost per dollar of successful program delivery is as low as possible. We also have to make sure that we deploy our funding where we will get the best results. That means choosing the right projects and the right partners.

Michael – There is no question that we're going to be challenged when it comes to continuing to attract top talent. We simply can't execute programs without the right kind of talent. OCE has developed an aggressive human resources strategy to enable the organization to compete in the employment market for the best people. We recognize the critical role staff play in ensuring OCE meets its ambitious goals. OCE's success is predominantly driven by the relationships, knowledge and skills of its staff.

Tom – We're not just out to fund projects. We want to fund the right projects. That can only happen by having highly skilled people on staff who can ask the right questions, make the right decisions, and bring the right proposals forward to our external College of Reviewers.

What are you most proud of about the work done by OCE last year?

Tom – We have had some real success in building relationships with other provinces, most notably Alberta and Quebec. We are leveraging industry, academia and innovation intermediaries such as CQDM and Alberta Innovates Technology Futures and, through our collaborations, avoiding duplication of research. This is good for the taxpayers of Canada and the individual provinces. It's not easy to get researchers and industry in different provinces to work together but there are huge benefits to this whole-of-government pan-Canadian approach.

Michael – We must continue to play a role in helping Ontario increase its global competitiveness. Every year at Discovery we have been increasing the number of international investors and partners who attend and see our innovative Ontario technologies – one way we are able to give our companies a window on the world. We are also beginning to build more partnerships in other countries, including with China's HanHai ZhiYe Investment Management Group and the Korea Evaluation Institute of Industrial Technology, as a way to help Ontario companies access the global marketplace.



Thank you from OCE's President and Chair

The many successes we have had this year can be directly attributed to the exceptional work of the entire OCE team.

Our volunteer Board of Directors, comprised of some of the province's most distinguished industry and academic leaders, has given generously of their time in providing invaluable advice and guidance.

OCE staff went above and beyond all expectations to meet the challenges associated with an expanding mandate. They unfailingly demonstrated their professionalism, passion for the cause of innovation in Ontario, and commitment to supporting the entrepreneurial visions of OCE clients.

We are, of course, extremely gratified by the confidence and trust the Government of Ontario and our federal partners have shown in OCE, allowing us to play so integral a role in the economic development and prosperity of our province and beyond.

Dr. Tom Corr
President and CEO

Michael J. Nobrega
Chair, Board of Directors

Programs

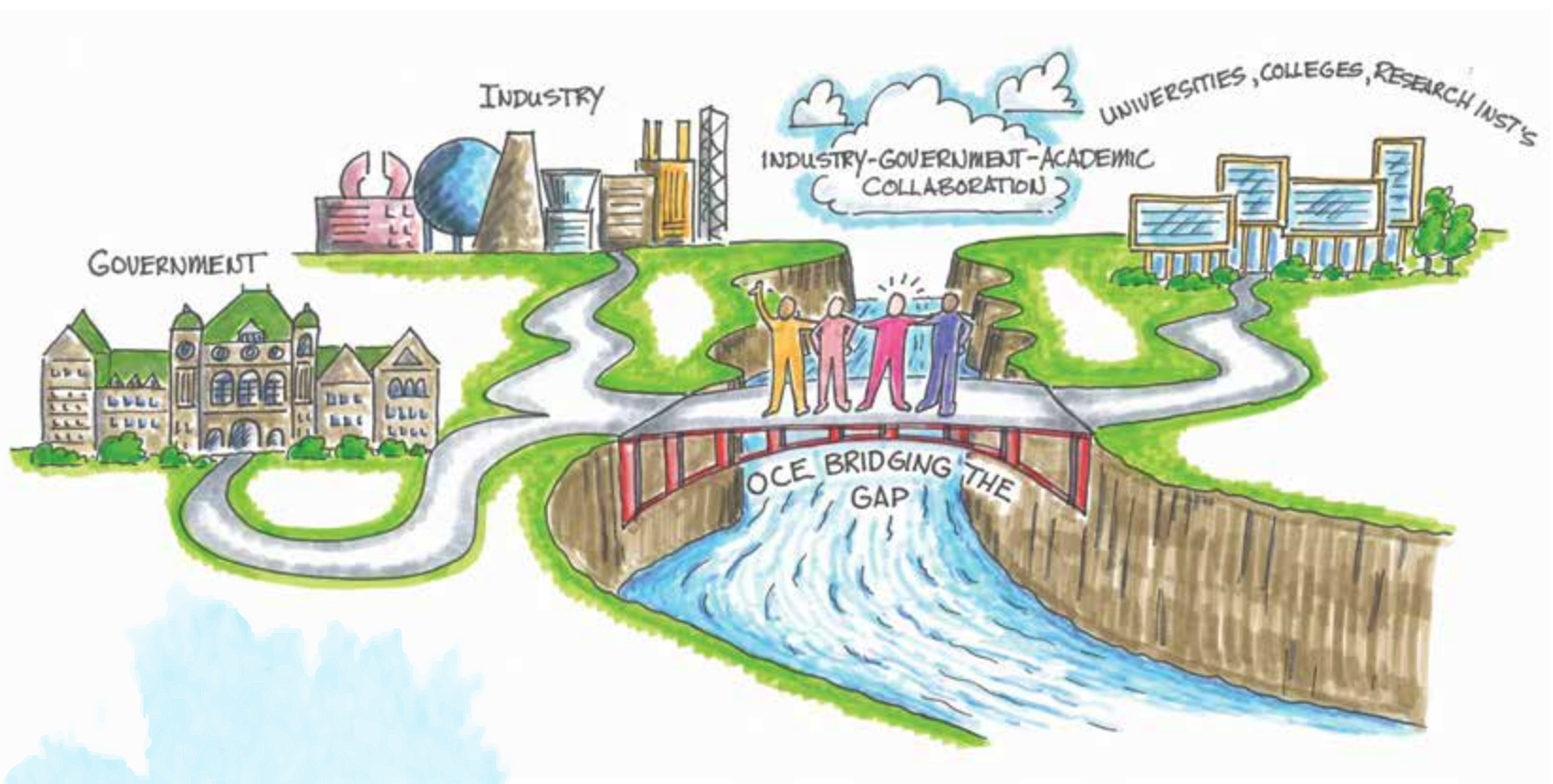
Our New and Expanded

OCE offers a comprehensive suite of programs designed to commercialize innovations that help create jobs, drive prosperity and equip the next generation of entrepreneurs to continue to build a globally competitive, knowledge-based economy for Ontario.



OUR PROGRAM SUITE COVERS THREE KEY AREAS

1. **Industry-Academic Collaboration** programs align institutional research capacity with industry demand, leveraging academic expertise to solve innovation and productivity challenges.
2. **Entrepreneurship** programs provide seed financing and business support, improving the levels of success among young entrepreneurs.
3. **Commercialization** programs help move innovative technologies from the lab into the global marketplace, accelerating time to market.



“Building new regional, provincial, federal and private-sector partnerships is intrinsic to OCE’s way of doing business. It’s by working collaboratively with others that we are able to leverage resources, tap into unprecedented opportunities and achieve the greatest impact in advancing innovation and commercialization for Ontario.”

– **Dr. Claudia Krywiak**, OCE’s Vice President, Corporate Development, Planning and Strategic Initiatives

Program Offerings

INDUSTRY-ACADEMIC R&D COLLABORATION

- Collaboration Voucher Program
 - Voucher for Industry Association R&D Challenge (VIA)
 - Voucher for Innovation and Productivity (VIP I & VIP II)
 - Voucher for E-Business (VEB)
- Alberta-Ontario Innovation Program
- Connected Vehicle/ Autonomous Vehicle (CVAV) Research Program for Road Vehicles
- TalentEdge*
- Internships
- Fellowships
- Explore*

Explore Program in partnership with CQDM

Brings industry and academia together to solve industry's innovation challenges

COMMERCIALIZATION

- Market Readiness Program
 - Customer Creation
 - Company Building
- Advancing Health Program*

Takes research from labs to the marketplace

ENTREPRENEURSHIP

- On-Campus Entrepreneurship Activities*
- Campus-Linked Accelerators*
- SmartStart Seed Fund*
- Entrepreneurship Fellowships
 - Martin Walmsley Fellowships
 - David McFadden Energy Entrepreneur Challenge
- High School Competition
 - Young Entrepreneurs, Make Your Pitch

Supports entrepreneurial activities by students and youth across Ontario

STRATEGIC INITIATIVES

- High Performance Computing
- Colleges Ontario Network for Industry Innovation (CONII)
- oneeleven*
- Venus Cybersecurity*

Undertakes strategic initiatives designed to advance innovation and create a competitive edge for Ontario companies

* New OCE programs

Partnerships

Our Partners in Innovation

Interprovincial Collaborations

ONTARIO-QUEBEC

R&D Challenge

OCE and Québec Consortium for Drug Discovery (CQDM) issued an R&D Challenge in the biopharmaceutical sector to support industry-academic collaborations across the Ontario-Québec Life Sciences Corridor. The initiative seeks to promote the development of innovative tools and technologies to accelerate the drug discovery process. This led to a groundbreaking collaboration between Toronto biotechnology company Treventis, St. Michael's Hospital, and the University of Montreal to confirm the role of certain compounds that are believed to play a part in diseases such as Alzheimer's, Parkinson's, Amyotrophic Lateral Sclerosis and diabetes.

Supporting unconventional, disruptive research in drug discovery

Through an expansion of the OCE and CQDM partnership, Ontario's scientific community is gaining access to CQDM's unique Explore Program. The program funds early concept validation of cutting-edge technologies, computational tools, novel approaches, techniques and devices that address the most crucial needs in drug discovery and development.



ONTARIO-ALBERTA

Jointly announced this spring by the Ontario and Alberta governments, Ontario Centres of Excellence is partnering with Alberta Innovates Technology Futures to boost innovation and job creation in the two provinces. The two-year program will fund projects that focus on strengthening global competitiveness and draw on academic expertise to address challenges faced by industry. Ontario and Alberta are providing up to \$4 million to the program to be matched with up to \$4 million by industry partners in both provinces. Additional matching funds of up to \$4 million are available through the Natural Sciences and Engineering Research Council of Canada (NSERC).



International Collaborations

ONTARIO-CHINA

OCE has entered into an agreement with China's HanHai ZhiYe Investment Management Group. This partnership builds on Sino-Canadian business relations by creating new opportunities for scientific collaboration, knowledge sharing, access to emerging markets and co-investment opportunities in Ontario companies. OCE and HanHai will work toward establishing a China-Canada enterprise innovation centre, including a Sino-Canadian scientific and innovation collaboration and exchange platform that will enable HanHai and OCE to develop an Ontario-China network of entrepreneurs and investors. The collaboration is supported by Ontario's Ministry of Economic Development,

Employment and Infrastructure, the Ministry of Research and Innovation, China's Ministry of Science and Technology, the Chinese Embassy, the Chinese Consulate General in Toronto and Beijing Municipal Government.

ONTARIO-SOUTH KOREA

Through a new partnership with the Korea Evaluation Institute of Industrial Technology, OCE is working with the Institute to identify avenues for joint projects of mutual benefit. This includes connecting respective university researchers, industry partners and other collaborators in Ontario and South Korea, and facilitating R&D and commercialization projects.



Our Partners in Innovation



A proud member of the Ontario Network of Entrepreneurs (ONE), OCE is an integral part of Ontario's innovation ecosystem and continues to expand its powerful network of partnerships with government, industry, academia, investors and other key innovation players.

* Members of ONE

3,315

JOBS

Created or sustained in industry that can be directly attributed to OCE-funded projects, the highest in OCE history and a 29 per cent increase over last year

DELIVERING A

Return on Innovation

2013/14

OCE drives the commercialization of cutting-edge research across key market sectors to build the economy of tomorrow and secure Ontario's global competitiveness. In so doing, we help develop the next generation of innovators and entrepreneurs and are a key partner with Ontario's industry, universities, colleges, research hospitals, investors and government.

\$27.5

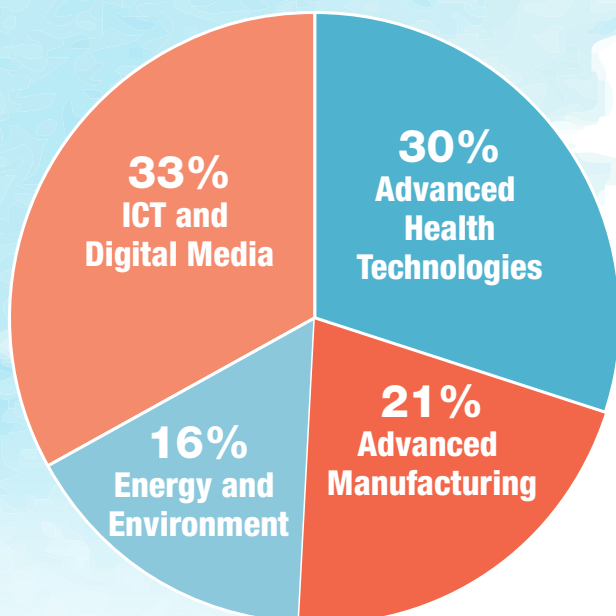
MILLION

\$27.5 million was invested by OCE. OCE managed 624 active research, commercialization and talent projects

\$30.7

MILLION

Incremental company sales as a direct result of OCE-funded projects



Percentage of OCE projects by sector

\$68.9

MILLION

leveraged in investment from industry and other partners

2.5

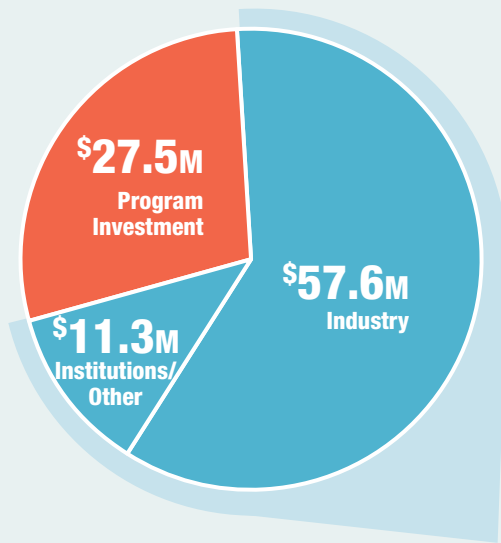
Leverage ratio, compared to an historical average of 1.5

\$145.8

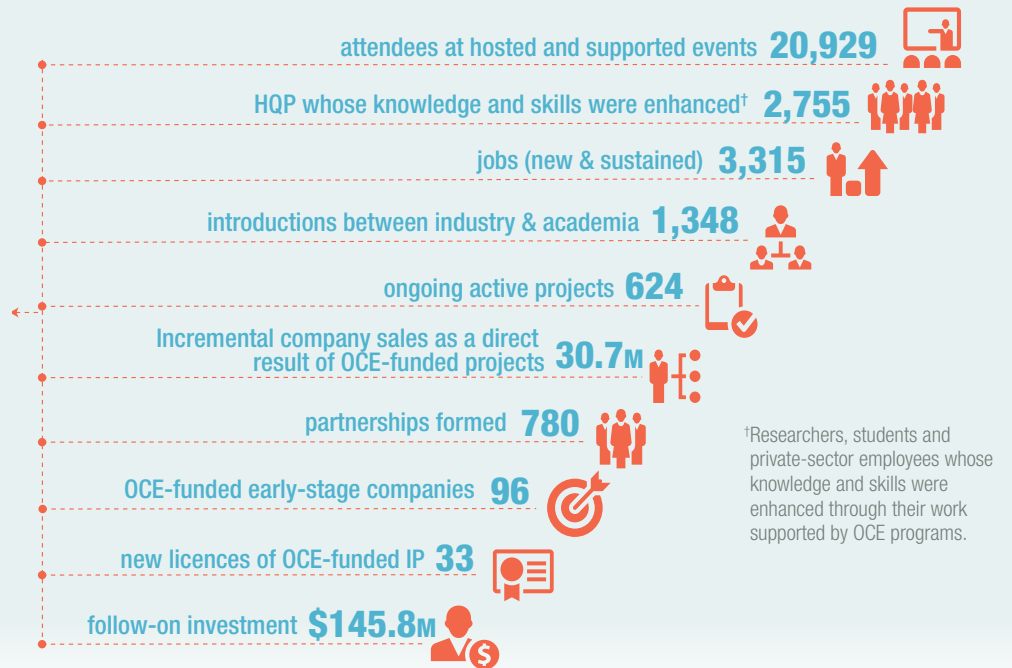
MILLION

Follow-on investment primarily from angel investors and venture capitalists, the highest in OCE history and almost double that of last year's \$77 million.

Here we see the Return-on-Innovation outcomes OCE has achieved as a result of Ontario government-provided funding combined with co-investments from the federal government, industry and other partners.

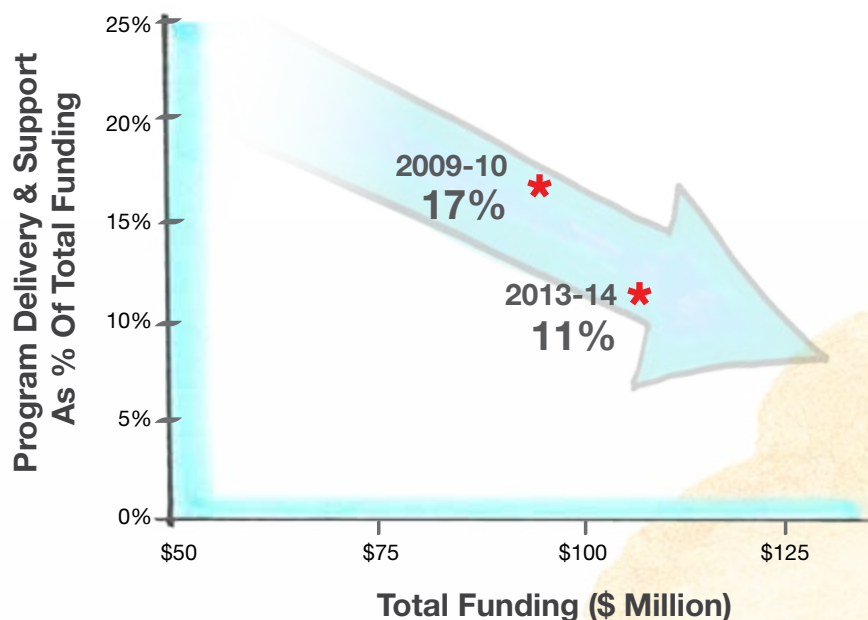


\$68.9M in funding leveraged from OCE's initial program investment of **\$27.5M** for a combined total of **\$96.4 M** being invested in the innovation ecosystem.



Costs Declining

Over the past four years, OCE has seen its costs for delivering programs as a percentage of total funding decrease as a result of the introduction of efficiency and streamlining measures.



PROGRAM GROWTH INSPIRES EFFICIENCY MEASURES

OCE is projecting that it will review close to 1,000 funding applications in 2014-15 as a result of an increase in program funding. This represents a three-fold increase over three years ago. The associated growth in OCE investments will significantly increase economic outcomes in years to come.

We have taken new steps to streamline and expedite the time it takes to turn around an application for innovation funding by up to 50 per cent. This includes the creation of a College of Reviewers made up of sector experts from industry and academia to expedite review and approval of applications to core high-volume programs.

“We are excited by the new program and partnership opportunities that have come our way and we are committed to continuously improving our program delivery model to ensure it is highly efficient in meeting the needs of our clients and represents best practices in fairness and transparency when deploying public funds”

– **Narinder Dehal**, OCE's Vice President, Finance, Programs and Administration

Leadership

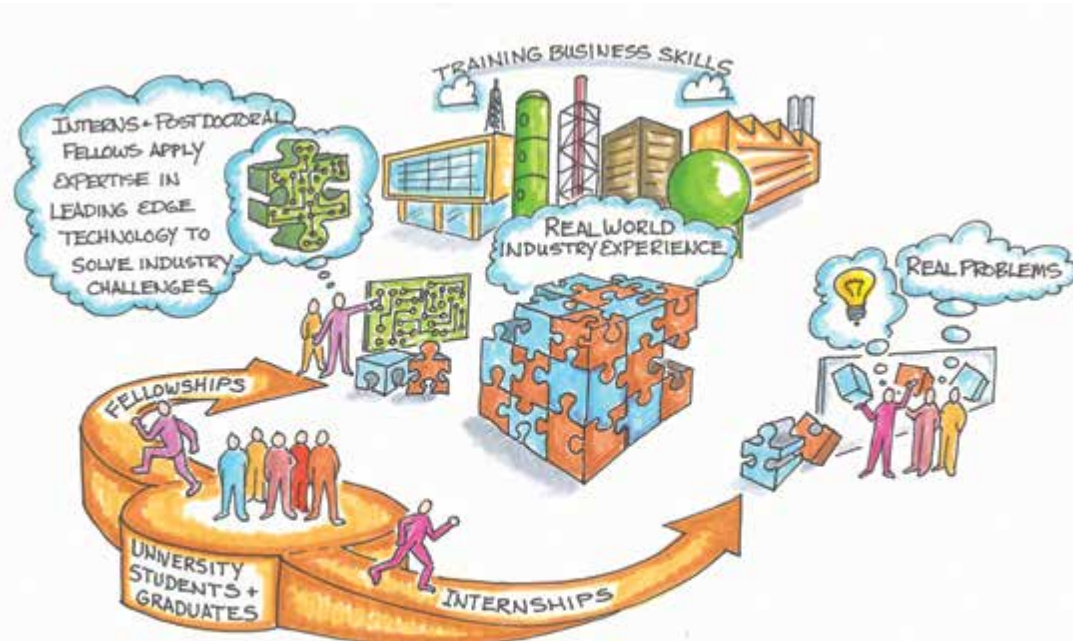
Our 4 Key Leadership Strengths: How we propel innovation in Ontario

In helping Ontario create jobs and build prosperity, OCE brings these strengths built over many years of operation: driving innovation; building capital and de-risking business; connecting the dots; and being a trusted partner.

1. Driving Innovation

- Creating an efficient marketplace for companies and entrepreneurs to access services from research institutions
- Helping move promising technologies from the research lab to the marketplace
- Aligning research institutions with the needs of industry

OUR DYNAMIC PROGRAMMING



TalentEdge

Launched this year to provide students with experiential learning opportunities and industry with access to highly qualified and skilled talent.

Interns and postdoctoral fellows can apply their skills and expertise, leading-edge knowledge and tools to solve real-world industry problems.

More than 122 internships and fellowships were filled by the end of the summer.

Collaboration Voucher Program

Launched this year to stimulate interactions between academic institutions and SMEs that go beyond traditional research and technology development collaborations.

Addresses productivity and innovative challenges, assists with commercialization, provides e-business solutions and tackles sector-wide problems.

By end of fiscal 2013-14, more than 240 Collaboration Voucher Program projects had been approved and were underway.

“This is a critical time to ensure that innovation continues to play a very important part to ensure that Ontario becomes a global leader in economic growth.”

– **Hon. Brad Duguid**,
Ontario's Minister of Economic
Development, Employment
and Infrastructure

“OCE's success in driving innovation relies heavily on staff relationships and knowledge. We need employees with both specialized expertise and leading-edge knowledge. To recruit and retain a workforce that can deliver on OCE's ambitious goals, we must aggressively compete in the employment market for the most talented resources. This means developing incentives for attracting and engaging top talent, creating a healthy workplace and providing leadership and organizational development.”

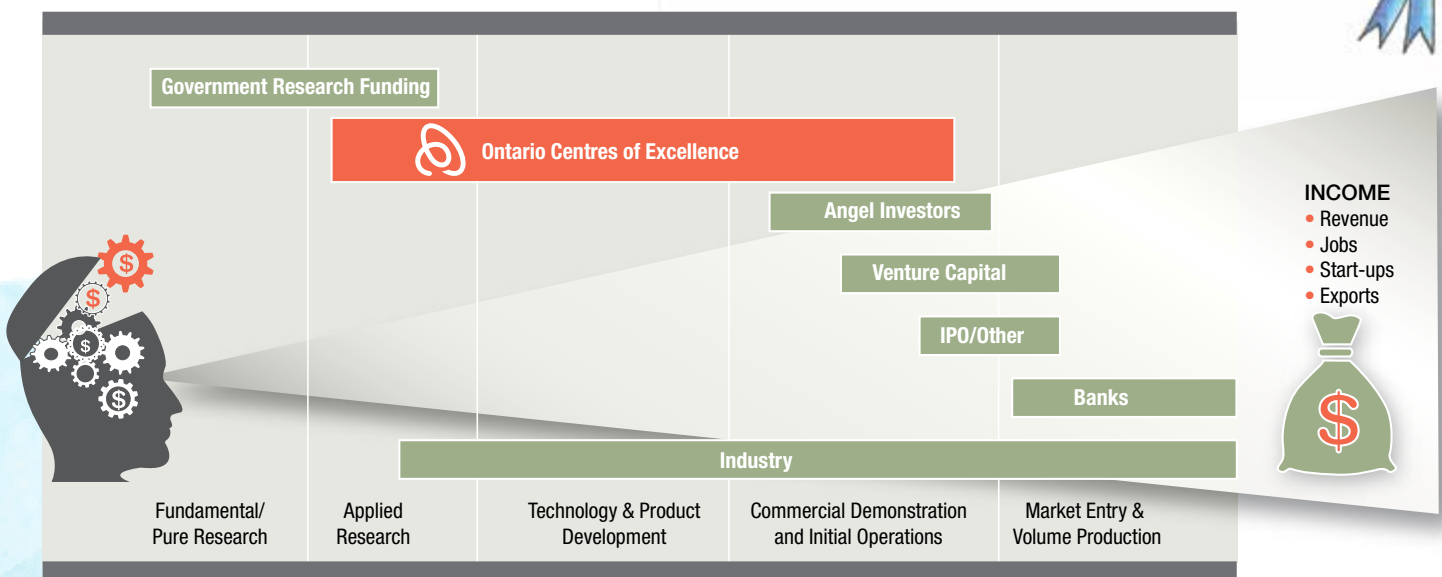
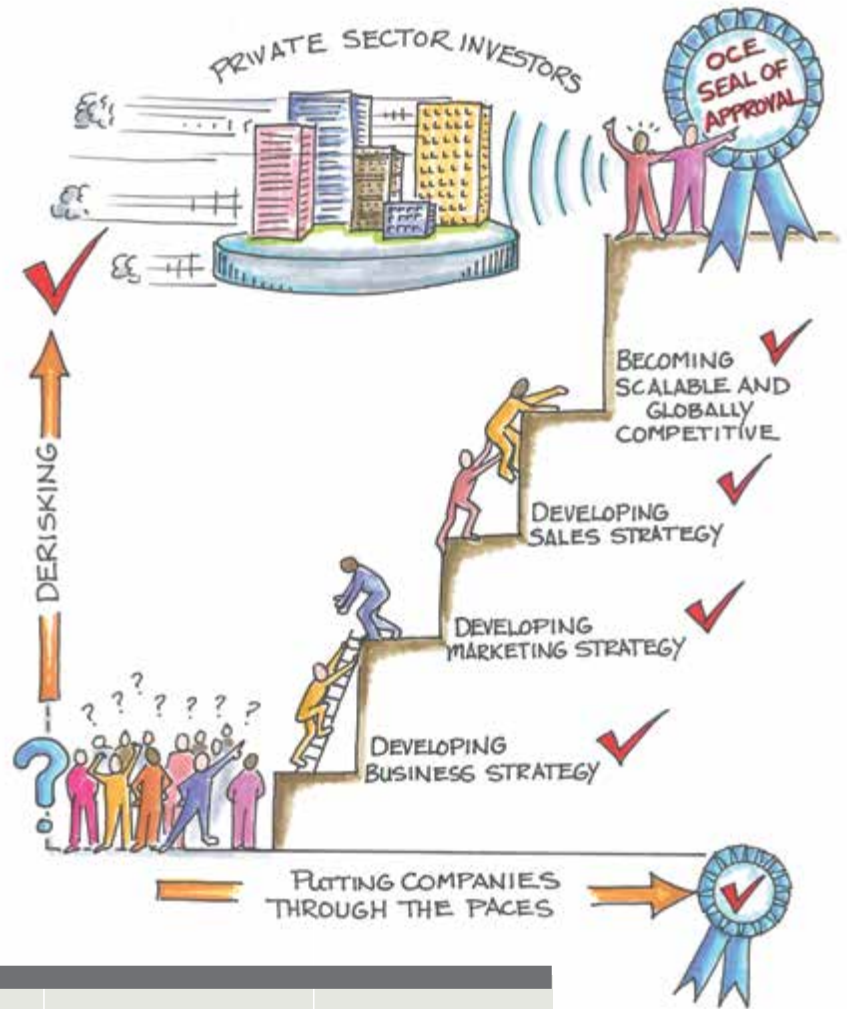
– **Sharon Jobity**, OCE's Vice President,
Human Resources and Talent Acquisition

2. Building Capital and De-risking Business

- Aggregating capital and de-risking early-stage investment opportunities for private investors
- Helping to make high potential start-ups investor- and customer-ready
- Working with government funders, angel investors and VCs, and forging strategic industry partnerships to help build and grow companies

OCE has a strong record in de-risking innovation. This helps attract private investors and other funders to new ventures, providing a good return for taxpayers. Many small- and medium-sized companies typically

overlooked by traditional investors have achieved market success through OCE support.



OCE occupies a unique and critical spot in the commercialization continuum helping bridge the funding gap between government-funded R&D and private investment, and helping companies complete the hard-fought journey from technology and product development through to commercial viability, scalability and market entry.

Our 4 Key Leadership Strengths: How we propel innovation in Ontario

3. Connecting the Dots

We connect industry, academia and government to accelerate commercialization, technology transfer and the development of highly qualified people.

Our feet-on-the-ground approach

- providing expert advice and guidance to clients through a 40-person team of Business Development (BD) experts deployed regionally in nine strategic locations across the province
- giving access to a broad and deep network of industry and academic partners
- leveraging our networks to connect potential collaborators and create projects



“With our significant program growth this year, our business development team has faced enormous challenges. They demonstrated amazing commitment to our clients in working long hours to manage escalating demands and to acquire knowledge about the new opportunities and support that can benefit their companies. This dedicated team brings rare and valuable skills to the organization including the ability to work effectively with both industry and academia and bridge those two distinct worlds to drive innovation.”

– **Bob Civak**,
OCE’s Senior Vice
President, Business
Development and
Commercialization

In 2013-14,
OCE BDs
brokered
1,348
introductions
between
industry and
academia.

THE ULTIMATE NETWORKING EXPERIENCE

OCE’s annual Discovery conference is the ultimate networking experience, creating an opportunity for industry, academia, entrepreneurs, investors, government and students to connect and do business. This year saw the largest number of attendees to date, an increase of 24 per cent in exhibitors and our largest-ever international delegation. Ninety-six per cent of survey respondents rated this year’s Discovery as good to excellent.

“One conference attendee told us he had more contact with high-tech company clients in those two days at Discovery than he would in four months otherwise. This is exactly the experience we are working to create. Discovery opens doors to new opportunities and new ideas. It’s where all the players in the province’s innovation ecosystem converge to do business and explore new partnerships.”

– **Anne Wettlaufer**, OCE’s Vice President,
Marketing, Communications and Public Affairs

4. Trusted Partner

WHOLE-OF-GOVERNMENT APPROACH

This year, OCE established a first-of-its-kind whole-of-government approach that provides companies with a single entry point to access provincial and federal funding.

We leverage provincial and federal funding to increase program impact and minimize duplication. Federal partners Natural Sciences and Engineering Research Council of Canada (NSERC), the National Research Council of Canada Industrial Research Assistance Program (NRC-IRAP), Connect Canada and Business Development Bank of Canada (BDC) partnered with OCE to create a single portal on the OCE website to access their programs.

“These are the kinds of strategic partnerships we envisioned when we created the Ontario-Quebec Life Sciences corridor. Developing innovative new technologies in this field will result in positive economic outcomes for both provinces.”

– **Hon. Kathleen Wynne**, Premier of Ontario

“As an export-focused economy like Ontario’s, Alberta knows our success at home often means success for our partners across Canada. With a shared focus on innovation and a goal to enhance our ability to commercialize research, our two provinces can better compete locally, globally and build a stronger Canada.”

– **Hon. Dave Hancock**, Premier of Alberta

Our whole-of-government approach extends to forging interprovincial partnerships that boost innovation and stimulate job creation.

Jointly announced on April 9, 2014 by the Governments of Ontario and Alberta, the Alberta-Ontario Innovation Program is bringing industry and academia together to develop research projects with a strong economic focus. This cross-provincial collaboration will address challenges in both Ontario and Alberta that can be tackled through joint research and development.

Ontario Centres of Excellence is building on its partnership with Quebec-based CQDM by bringing additional funding to a novel program dedicated to breakthrough technologies that accelerate drug discovery and development. This is the continuation of the work we have been doing with CQDM in the Ontario-Quebec Life Sciences Corridor.



SUCCESS STORY

Information, Communications and Digital Media/Energy and Environment

CLEAR BLUE TECHNOLOGIES



RETURN ON INNOVATION

- Currently employs 13 full-time people
- Projects hiring another 20 by 2017
- OCE Investment: \$310,000

■ **THE CHALLENGE** – Up to 80 per cent of the capital cost for installing devices like street lighting, security cameras and pipeline sensors is dedicated to digging trenches deep in the ground, running vast amounts of cable, and then filling the holes back up again. Also challenging is that many devices are situated in remote, hard-to-access locations and require relatively expensive labour to maintain.

■ **THE BREAKTHROUGH TECHNOLOGY** – Toronto-based Clear Blue Technologies has developed a solution that weds the power of clean energy – through solar panels and a wind turbine –

with cloud software technology to wirelessly deliver highly reliable off-grid power and independence to devices like streetlights, traffic cameras and mobile signage. The company's software provides real-time monitoring and control from the web, significantly reducing maintenance costs.

■ **HOW OCE HELPED** – The Colleges Ontario Network for Industry Innovation (CONII), now part of OCE, initially supported collaborations between Clear Blue Technologies and two local colleges, Centennial and George Brown, to develop a prototype and conduct in-field testing. OCE then stepped in with a

First Job award followed by Market Readiness support to conduct market research and establish distributor relationships. Clear Blue is now engaged in a second Market Readiness project to help with global channel development and product commercialization. The company is currently in talks with angel investors.

■ **WHERE THEY ARE NOW** – Since the launch of their product last year, Clear Blue Technologies has secured 50 customers in Canada, US, Germany, Dubai and Australia. The company has just released a new patented version of its technology.

RETURN ON INNOVATION

- Currently employs three full-time people
- Projects hiring 10 in the next year
- Estimates the creation of 50 jobs in the next 3-5 years
- OCE Investment: \$25,000

KATAN KITCHENS

THE CHALLENGE – Demand for quinoa has increased fivefold over the last ten years due to its gluten-free status, high nutritional profile, and popularity with various natural food trends. Most of the world's supply currently comes from Bolivia and Peru. With high demand comes increasing pressure to process quinoa quickly, often resulting in variable product quality and purity.

THE BREAKTHROUGH TECHNOLOGY – Guelph-area company Katan Kitchens is set to produce the highest-quality quinoa in the world, right here in Ontario.

The company, in partnership with the University of Guelph, has been working on developing several quinoa varieties conducive to Ontario's climate and soil conditions. Field trials have yielded positive results, with most parameters measuring as good as, if not better, than commercially available varieties.

HOW OCE HELPED – In 2013, OCE supported Katan Kitchens with a Voucher for Innovation and Productivity (VIP) to help determine the ideal range of soil phosphorous levels needed to harvest crops with the highest nutritional content. The

company is looking to engage in another VIP looking at potassium levels. Results from these studies will guide Ontarian farmers on how best to optimize quinoa production for the highest nutritional content.

WHERE THEY ARE NOW – Katan Kitchens is currently working on raising capital to the tune of \$3.5 million to build a processing facility in northern Ontario for harvest of the 2015 crop. Their product, named Quinta, will be available by late 2015/early 2016. More than 100 farmers in Ontario have already expressed interest in growing quinoa.

inBAY TECHNOLOGIES

SUCCESS STORY
Information, Communications
and Digital Media



RETURN ON INNOVATION

- Currently employs 15 people
- Projects hiring up to 100 people by 2017
- OCE Investment: \$106,475

THE CHALLENGE – Cybercrime cost the Canadian economy \$3.2 billion last year alone. Cyber-attacks affect millions of people, have the potential to financially cripple companies, and are becoming increasingly sophisticated. The explosion in popularity of mobile devices like tablets and smartphones in the cloud computing space presents one of the greatest risks to cybersecurity today. Current solutions are costly and unreliable.

THE BREAKTHROUGH TECHNOLOGY – Ottawa-based start-up inBay Technologies has developed a disruptive, cost effective solution that eliminates vulnerability of unprotected mobile endpoints in

cloud computing. The company's patented software creates a trusted virtual relationship between user and service provider that's unprecedented using three types of information: PIN, smartphone identifier and unique code from a service provider.

HOW OCE HELPED – Starting in 2012, OCE supported three early-stage collaborations between inBay and two Ontario universities – the University of Ottawa and Carleton University – to develop the company's flagship software system. Most recently, the company completed a Voucher for Innovation and Productivity (VIP) project with Queen's University to explore how

to further scale their product. OCE's support helped inBay create an ultra-large-scale platform which provides one of the lowest total cost of ownership solutions.

WHERE THEY ARE NOW – inBay Technologies has successfully landed partnerships with enterprises and financial companies in South Korea. Pilots are being planned for Canada, Japan, and the US. inBay recently launched its idQ Solution for enterprise private clouds or public clouds and is currently enhancing its ultra-large-scale deployment platform to include green computing techniques to reduce data centre energy consumption.

MILAO LANGUAGE

RETURN ON INNOVATION

- Currently employs eight people
- Projects hiring up to 25 people by 2017
- OCE Investment: \$75,000

THE CHALLENGE – The main challenge of learning a second language is finding opportunities to practice and gain confidence communicating in a meaningful way. Most language learners never quite make it past memorizing vocabulary and grammar rules. In fact, only one in 25 adult language learners will achieve native-like fluency.

THE BREAKTHROUGH TECHNOLOGY – Waterloo start-up Milao Language has created a solution that is built on the latest language acquisition and artificial intelligence research. It allows users to engage in online “chats” with an

intelligent virtual avatar, simulating real-life interactions like ordering food at a restaurant. Milao’s software analyzes the learner’s input, detects linguistic mistakes and provides instant feedback. The technology helps learners build confidence to become fluent communicators in real-life settings.

HOW OCE HELPED – OCE initially supported Milao Language through a Voucher for Commercialization (VC) to help them move from a prototype to a beta trial with over 250 language students at the University of Waterloo. OCE is currently supporting Milao with

an Entrepreneurship Fellowship in partnership with the Social Sciences and Humanities Research Council (SSHRC).

WHERE THEY ARE NOW – With the Spanish version of their product now commercially available, Milao Language is planning to release an English version by year end. In addition to expanding their language offerings to French and Mandarin, the company plans to add voice recognition technology to their chat tool. Milao is currently engaged in talks with potential customers from universities across North America and Brazil.

REVELO ELECTRIC

SUCCESS STORY
Advanced Manufacturing



RETURN ON INNOVATION

- Currently employs two full-time, three part-time people
- Projects hiring 20 in the next two years
- OCE Investment: \$143,000

■ **THE CHALLENGE** – Despite the popularity of battery-powered electric bikes doubling in North America in recent years, uptake in urban centres has been slow. Current e-bike models are heavy, unattractive, not portable enough and difficult to charge, store and maintain. Consumer awareness of e-bikes as a viable green transportation alternative to increasing costs of gas, parking and congestion is low.

■ **THE BREAKTHROUGH TECHNOLOGY** – Toronto-based start-up Revelo Electric is changing all that. The company has created the world's lightest, design-savvy street legal e-bike, the LE-1,

which is compact, chainless and ergonomic. The bike is powered by a lightweight removable lithium battery, folds easily and is virtually maintenance-free. It features a patent-pending dual-mode chainless front wheel pedaling mechanism that is unlike anything on the market. A single charge lasts 30 kilometres.

■ **HOW OCE HELPED** – OCE initially supported Revelo Electric's partnership with OCAD University through our Market Readiness program which helped the company create a prototype, perform engineering tests and develop marketing materials. A phase two Market Readiness followed, focusing

on product development, user verification and establishing a supply chain.

■ **WHERE THEY ARE NOW** – Revelo officially launched the LE-1 at OCE's 2014 Discovery conference. Since then, the company has been selling their handmade e-bikes to customers across Canada and sourcing new manufacturing suppliers to become more cost competitive. Revelo is well positioned to sell in global markets, like China, where e-bikes occupy the majority of the world market. The company is also designing a new model e-bike with a complementary storage system and accessories line.

PIZZA PIZZA

RETURN ON INNOVATION

- Seven graduate students, twelve undergraduate students, and one postdoctoral fellow worked on project over two years
- OCE Investment: \$189,544



◀ **THE CHALLENGE** – Commercial pizza ovens are notoriously energy inefficient. A typical pizza restaurant requires a constant supply of natural gas to keep up to seven ovens operating at a baking temperature of 500°C during operating hours and 260°C overnight to be ready in order to cook in the morning. Most energy used to power the ovens is lost through the chimney.

◀ **THE BREAKTHROUGH TECHNOLOGY** – Canada's largest pizza chain, Pizza Pizza, has teamed up with McMaster University and heat exchange manufacturers Thermal Electronics Corporation

and Acrolab to develop a low-cost system that efficiently recovers waste heat from pizza ovens and converts it to electricity. The electricity can then be used in store to meet hot water, heating or cooling needs. The device sets a new standard in energy conservation and offers resiliency in the event of a power outage.

◀ **HOW OCE HELPED** – OCE supported the partnership through the Collaborative Research program, which enabled McMaster to simulate, design, fabricate and test the device on a pizza oven donated by Pizza Pizza in their lab and conduct extensive energy monitoring at

Pizza Pizza's Dundas, Ontario location.

◀ **WHERE THEY ARE NOW** – The project partners are about to move to phase two of the project, which will investigate uses for the abundance of clean, hot water produced as a by-product of the electricity generation system. The system is also being integrated into three more restaurants. Once a cost-effective, reliable product is manufactured, Pizza Pizza will be able to deploy the system in up to 400 of their restaurants across Canada.

SUNWASH TECHNOLOGIES

SUCCESS STORY

Advanced
Manufacturing

RETURN ON INNOVATION

- Currently employs four people, one full-time
- Projects hiring up to 10 people in the next 3-5 years
- OCE Investment: \$145,000

THE CHALLENGE – One in eight Canadians gets sick each year from eating food contaminated by pathogens like Salmonella, E. coli or Listeria. Maintaining a sanitary environment in food production facilities is paramount, especially on floors that are a constant source of cross-contamination. Current antimicrobial floor coatings only target specific bacteria, and can be toxic, expensive and eventually lose effectiveness.

THE BREAKTHROUGH TECHNOLOGY – London-based start-up SunWash Technologies, in partnership with Western University, has developed a self-cleaning floor

coating that breaks down any organic or biological matter on the surface when exposed to light. The stronger the light, the more effective the cleaning process. While it doesn't remove the need for cleaning completely, the coating is non-toxic, permanent and effective against all pathogens and chemical pollutants. This translates to cost, energy and human resource savings.

HOW OCE HELPED – OCE first supported SunWash Technologies through the Market Readiness program to develop the product, initiate trials at a major Ontario vegetable producer and establish a contract manufacturing process.

A Voucher for Innovation and Productivity (VIP) project to assess the effectiveness of the coating is currently underway. SunWash is hoping to participate in a second Market Readiness to craft a marketing and sales plan.

WHERE THEY ARE NOW – SunWash is poised to launch their product into the marketplace this fall and begin negotiations with applicator companies for North American distribution. Once revenues are generated, they hope to bring manufacturing in-house and extend the use of their patented coating to health care, military and other industrial applications.

RETURN ON INNOVATION

- Currently employs seven full-time people
- Projects hiring up to 15 people by 2017
- OCE Investment: \$99,950

HANDYMETRICS

THE CHALLENGE – One in every 20 patients who visit a hospital in North America will contract a hospital-acquired infection (HAI) like C. difficile (C. diff) or Methicillin-resistant Staphylococcus aureus (MRSA). The best way to prevent the spread of HAIs is through proper hand hygiene by health-care professionals. Monitoring compliance in hospitals is critical with current auditing systems cumbersome, slow and prone to human error.

THE BREAKTHROUGH TECHNOLOGY – Toronto start-up HandyMetrics, in collaboration with the Toronto Rehabilitation Institute (TRI), has created an app called HandyAudit that helps

hand hygiene monitors record and report data objectively, consistently and accurately. Academically and clinically validated, the tool allows for a deep, evidence-based understanding of hand hygiene practices that enables hospitals to lower costs, increase compliance rates and ultimately improve the quality of patient care.

HOW OCE HELPED – Through our initial support of HandyMetrics through OCE's Market Readiness program, we helped transition the company's technology to an iPhone and Android platform allowing it to be flexible and scalable. A second Market Readiness project helped them create an automated training

and support system. Additional support from CDMN, NRC-IRAP, ventureLAB and MEDEC followed. HandyMetrics is currently looking to participate in OCE's popular TalentEdge program.

WHERE THEY ARE NOW – More than 100 hospital sites in Canada and abroad, including the Johns Hopkins Hospital and Children's National in Washington, DC, are using HandyAudit. The company is in talks with prospective clients in the UK and Italy and working to create a more basic version of their tool to penetrate a larger market share.

Young Entrepreneurs

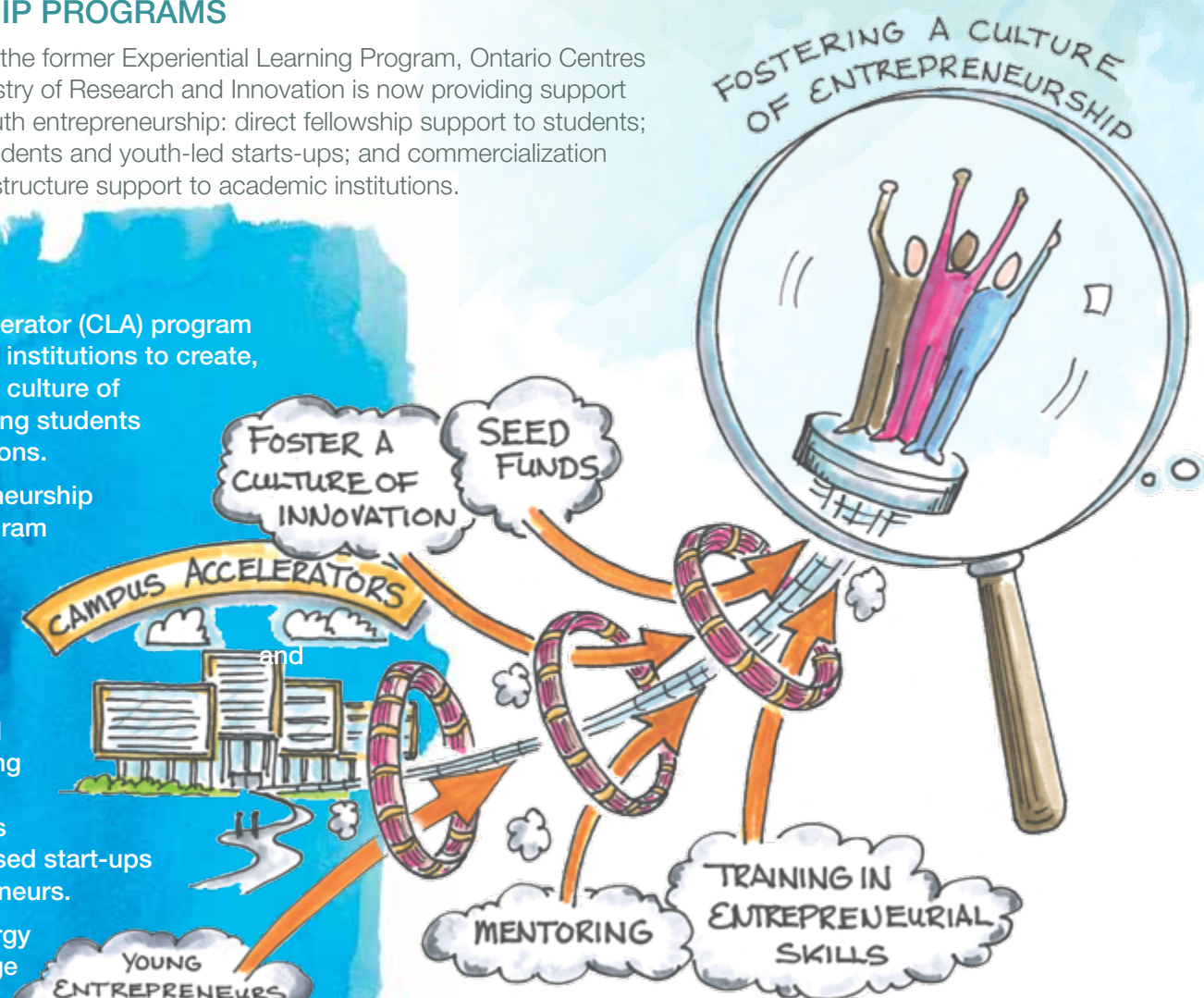
Driving Youth Entrepreneurship

OUR EXPANDED PORTFOLIO OF YOUTH ENTREPRENEURSHIP PROGRAMS

Building on the success of the former Experiential Learning Program, Ontario Centres of Excellence with the Ministry of Research and Innovation is now providing support across the spectrum of youth entrepreneurship: direct fellowship support to students; seed capital funding for students and youth-led starts-ups; and commercialization and entrepreneurship infrastructure support to academic institutions.

- Campus-Linked Accelerator (CLA) program funds post-secondary institutions to create, improve and sustain a culture of entrepreneurship among students and youth in their regions.
- On-Campus Entrepreneurship Activities (OCEA) program develops student entrepreneurial activity in Ontario's universities and colleges.
- SmartStart Seed Fund provides seed financing and financing for entrepreneurship skills training to Ontario-based start-ups led by young entrepreneurs.
- David McFadden Energy Entrepreneur Challenge awards \$25,000 and a suite of business services to a university or college student to help advance a business concept in the energy field.
- Martin Walmsley Fellowship for Technological Entrepreneurship helps move OCE-funded university-based research into innovative business ventures.
- Young Entrepreneurs, Make Your Pitch competition for high school students awards six winners access to business training and support to make their business ideas a reality.
- OCE-Futurpreneur Canada* provides assistance for entrepreneurs aged 18-39 while developing businesses around research originating in Ontario's colleges and universities.

* Futurpreneur Canada, formerly Canadian Youth Business Foundation (CYBF)



“It is extremely rewarding to work with bright and passionate young people who have both eureka ideas and the drive to turn their discoveries into tangible products and services. We welcome the opportunity to support young entrepreneurs and their early-stage projects where there is clear potential for success.”

– **Dr. Tom Corr**, OCE's President and CEO

Building regional entrepreneurship ecosystems

CAMPUS-LINKED ACCELERATORS

OCE manages the \$20-million Campus-Linked Accelerator program, announced by the province in 2013. Ten CLAs representing various regions across the province work with the Regional Innovation Centres and other partners in the innovation system to create, improve and sustain a culture of entrepreneurship among students and youth and connect them with investors and industry.

ON-CAMPUS ENTREPRENEURSHIP ACTIVITIES

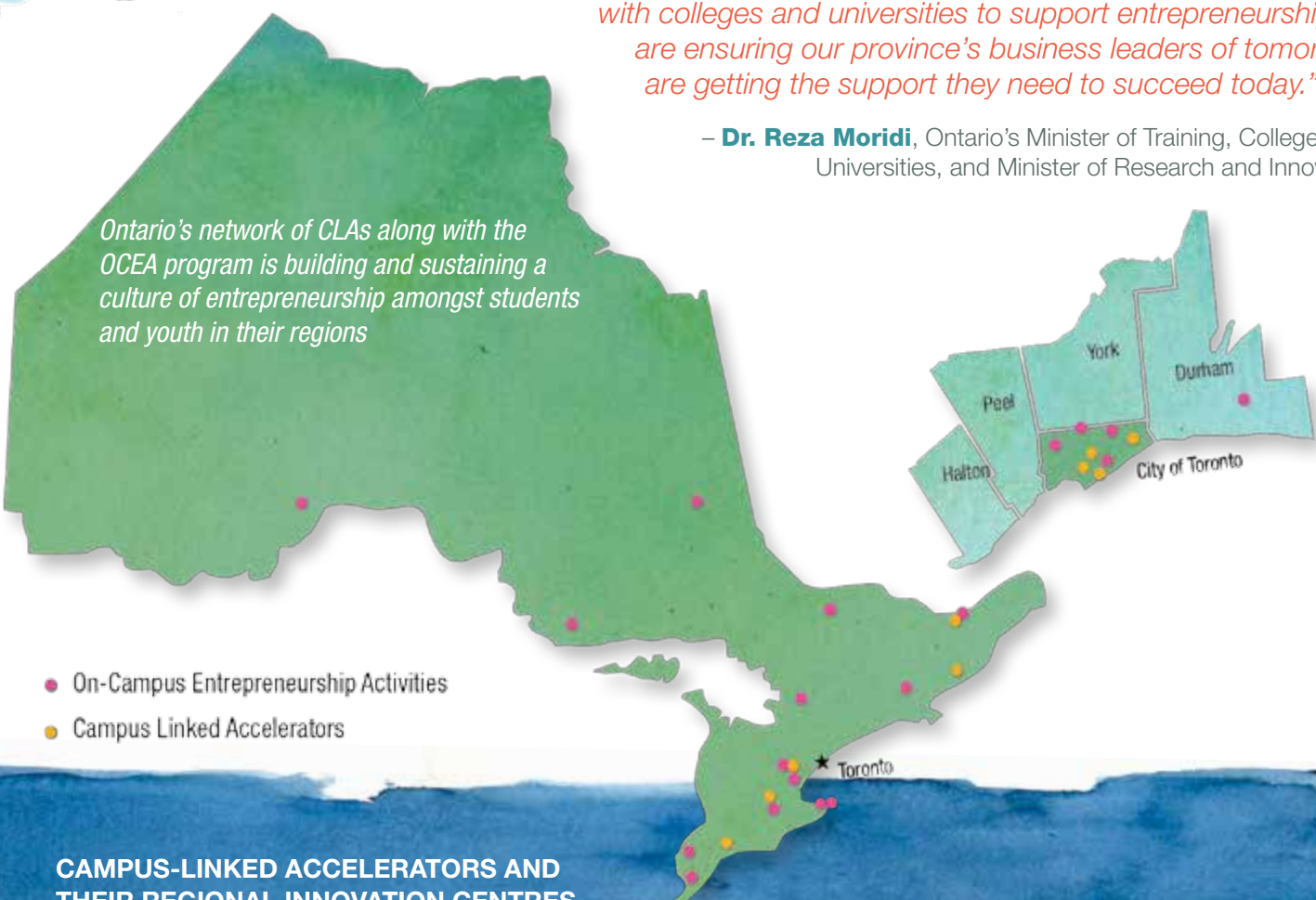
Through the \$5-million OCEA program, we are providing experiential learning opportunities for the next generation of innovators, helping student entrepreneurs transfer knowledge and intellectual property from Ontario post-secondary research institutions to the marketplace.

EXPANDING
FOCUS ON
STUDENTS AND
YOUTH

“Fostering the entrepreneurial spirit among students is a key component of Ontario’s Youth Jobs Strategy, through programs that help transfer their ideas and skills to the marketplace while creating rewarding careers. By partnering with colleges and universities to support entrepreneurship, we are ensuring our province’s business leaders of tomorrow are getting the support they need to succeed today.”

– **Dr. Reza Moridi**, Ontario’s Minister of Training, Colleges and Universities, and Minister of Research and Innovation

Ontario’s network of CLAs along with the OCEA program is building and sustaining a culture of entrepreneurship amongst students and youth in their regions

- 
- On-Campus Entrepreneurship Activities
 - Campus Linked Accelerators

CAMPUS-LINKED ACCELERATORS AND THEIR REGIONAL INNOVATION CENTRES

- | | | |
|---|---|---|
| • University of Windsor/WEtech Alliance (Windsor) | • McMaster University/Innovation Factory (Hamilton) | • University of Toronto/MaRS (Toronto) |
| • Western University/Fanshawe College/TechAlliance (London) | • Centennial College/ventureLAB (Markham) | • Queen’s University/Launch Lab (Kingston) |
| • University of Waterloo/Sir Wilfrid Laurier University/Communitech (Waterloo Region) | • OCAD University/MaRS (Toronto) | • Carleton/University of Ottawa/Algonquin College/Invest Ottawa (Ottawa Region) |
| | • Ryerson University/MaRS (Toronto) | |

Young Entrepreneurs

Young Entrepreneurs, Make Your Pitch

High School Competition



2014 Young Entrepreneurs, Make Your Pitch finalists with His Excellency the Right Honourable David Johnston, Governor General of Canada, at Discovery

The six winners of the Young Entrepreneurs, Make Your Pitch contest chosen from 19 finalists who presented their ideas in front of a judging panel at OCE's Discovery this year:



ANDREW WILLIAMS

Sandwich Secondary School, LaSalle, Ontario, Grade 11



Poseidon Pool Care, a pool cleaning company run by two high school students experienced in pool cleaning and maintenance.

KALEB SAUVE

Lasalle Secondary School, Sudbury, Ontario, Grade 11



Vision3D offers constructing and customizing spaces in a 3D environment for customers looking at interior renovations or landscape upgrades. The service will allow customers to visualize how their renovations will appear when completed. The 3D renderings are formatted to be exact replicas of the property or space the customer is renovating.

RABIYA SIDDIQUI

Sir Frederick Banting Secondary School, London, Ontario, Grade 11



Doodle School, an online community that helps people learn to draw through online tutorials uploaded by the community, an artwork gallery where users can upload their own work for others to view, and an online store where users can sell their artwork for a small fee to the website.

BRENDAN MARENTETTE

A.Y. Jackson Secondary School, Kanata, Ontario, Grade 11



Auricle Project, a mobile application for Android and iOS that utilizes Google Glass and speech recognition technologies to allow someone with hearing loss to understand what people around them are saying without the use of sign language.

JOSHUA KARBI

Forest Hill Collegiate Institute, Toronto, Ontario, Grade 9



NotesShare, a website for high school students to post and get classroom notes.

NATHAN PEREGRINE

Lasalle Secondary School, Sudbury, Ontario, Grade 12



The Food Plan aims to eliminate hunger and food waste in Sudbury and one day all of Ontario by collecting leftover perishable food from different dining services in the community and getting the food supplies to people in need through organizations such as the Elgin Street Mission.

SmartStart Seed Fund to take companies to the next level

REMOTE MANAGING OF CHILD'S MEDICAL HISTORY

Keeping a complete and up-to-date record of a child's medical history can be a challenge for new parents, especially during the first years of life when children are treated by multiple medical professionals at various locations. Kids Health Record allows parents to take control of their child's health and wellness by providing an analytics and health information storage platform that parents can manage on their smartphones, computers and tablets from anywhere in the world. Operating out of Ryerson University's Digital Media Zone, Creative Director and Co-founder Kathleen Babin received support from OCE's SmartStart Seed Fund in 2014 to further develop and commercialize the platform.



Entrepreneurship Fellowship

Helping youth build businesses



SET SCOUTER

Scouting the ideal film location



With Set Scouter you can earn cash and have your kitchen featured in a TV commercial for some of the hottest brands. Set Scouter is a film location scouting marketplace that connects filmmakers looking for the perfect set with property owners looking to rent out their space for production. Based out of the Digital Media Zone at Ryerson University, Set Scouter aims to make the location scouting process faster, easier and more affordable. Set Scouter's founder and CEO Alex Kolodkin received a two-year OCE-Futurpreneur Canada Entrepreneurship Fellowship in 2014, which has helped the company validate product-market fit and develop its platform.

ROI:

- Helped Canadian pop-rock band Hedley secure the perfect location for their award-winning music video in under 48 hours, after their production company had searched for a week
- Set Scouter's locations have been featured in productions for RBC, Telus, Manchu Wok, Business News Network, Samsung and more



TRIVIUM INDUSTRIES

Not a trivial pursuit

Trivium Industries is tackling the environmental scourge of plastic packaging waste with its compostable bottles for the cosmetic and pharmaceutical industries. The bottles are made from PLA, a corn-based material, and contents are protected by a patented barrier coating developed at Brock University by Trivium's co-founder and President, David D'Angelo. With the same shelf life and appearance as regular plastic containers, Trivium's bottles biodegrade at commercial composting facilities in fewer than 180 days. D'Angelo received a two-year OCE-Futurpreneur Canada Entrepreneurship Fellowship in 2014 to help commercialize his technology, which helped Trivium begin full production of its PLA bottles in September 2014.

ROI:

- Trivium is the first manufacturer of PLA bottles in Canada
- Company has established relationships with future customers and distributors
- Currently has three full-time employees, with plans to hire two more

Young Entrepreneurs

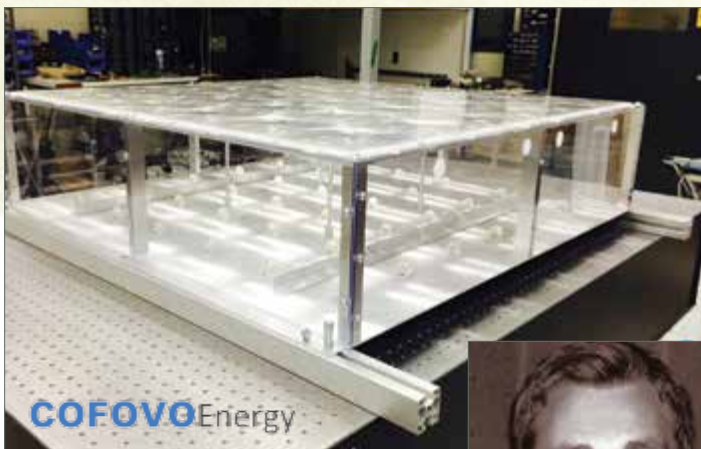
Martin Walmsley Fellowship



COFOVO ENERGY

Two-year award winner

Maximizing the power of solar panels



Richard Beal, Founder and CEO, COFOVO Energy



Spun out of the University of Ottawa SUNLAB, COFOVO Energy is addressing the poor heat tolerance and low efficiency of standard solar panels with its low-cost, high-concentration photovoltaic system. The system is ideal for use in hot, high-sunlight regions of the world, and is two to three times more efficient than standard solar panels but comparable in price. In 2013, COFOVO Energy's founder and CEO Richard Beal received OCE's two-year Martin Walmsley Fellowship worth \$100,000. Since then, the company sold its first solar system, initiated a second product line, and is working on projects both domestically and internationally.

ROI:

- Received \$134,000 of follow-on investment from IRAP
- Revenues expected to be \$150,000-\$500,000 over the next 12 months
- Company employs one part-time and three full-time employees, with plans to add an additional full-time member in the next six months

GAITTRONICS

One-year award winner

Speeding up patient recovery



GaitTronics team, (right) Aliasgar Morbi with the GaitEnable robot

A patient who walks just 15 minutes a day during a hospital stay recovers faster and goes home sooner at significant savings to the healthcare system. To make early mobilization therapy safer and easier, GaitTronics has developed a unique robotic patient handling device called GaitEnable. It reduces the number of staff required to mobilize a patient, prevents patient falls, and reduces caregiver injuries. Co-founder and CTO Aliasgar Morbi received OCE's \$50,000 one-year Martin Walmsley Fellowship in 2013 to help build the company, which started at Carleton University.

ROI:

- Company will deliver a unit to its first customer, the Ottawa Children's Treatment Centre this fall, and is in the process of setting up pilot studies at two more Ontario sites
- Aiming to place units in the top 10 rehabilitation institutions in North America by 2016

David McFadden

Energy Entrepreneur Challenge



Dominic Toselli (centre) with David McFadden (left) and Tom Corr (right) at Discovery 2014

Award winner

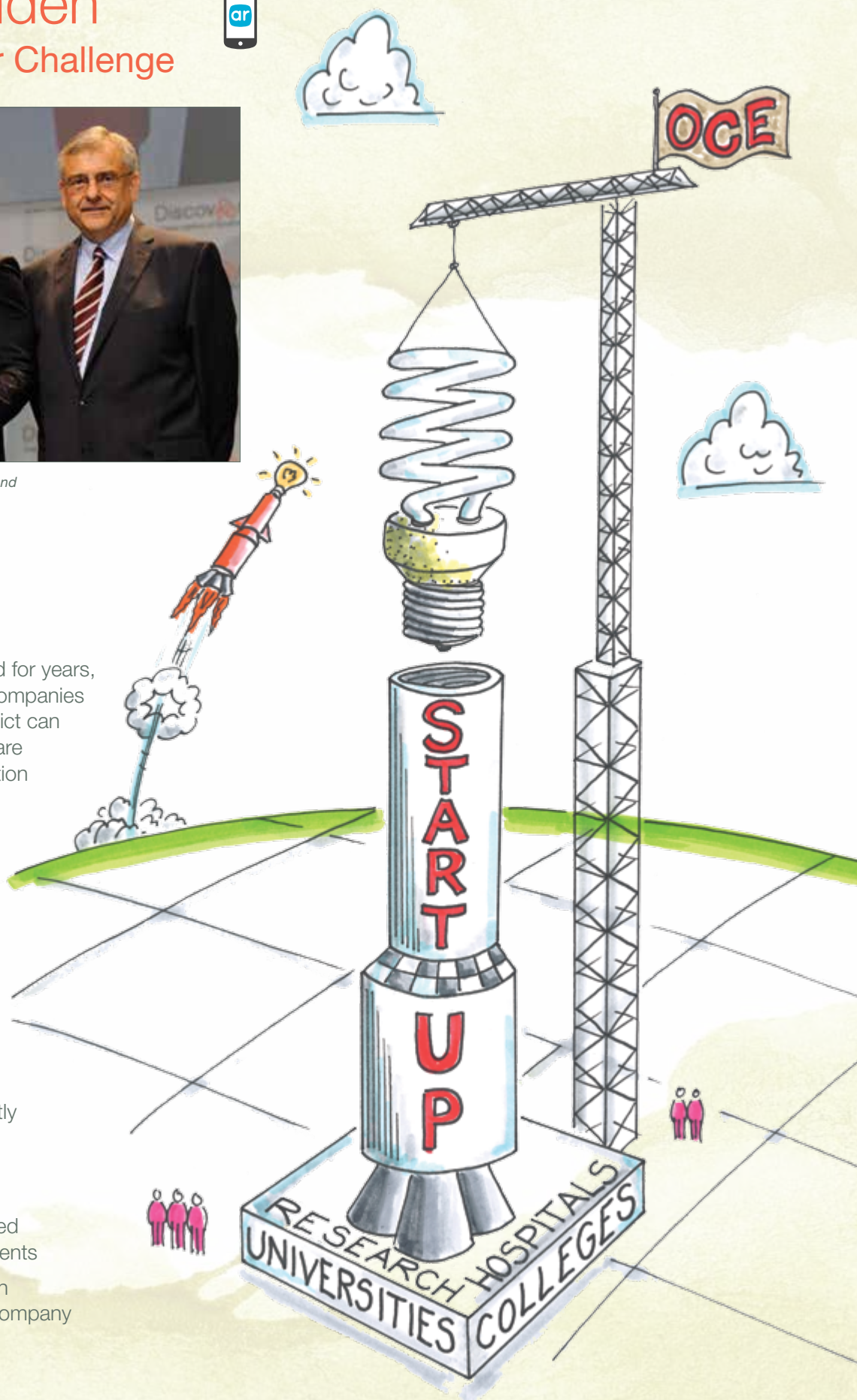
PETROPREDICT

Forecasting leaks

Oil and gas leaks can go undetected for years, creating a costly problem for both companies and the environment. But PetroPredict can help find them. The start-up's software uses geological and historic production data from various sources to predict vulnerabilities in untested wells, helping decision-makers determine the risk/reward of expensive physical intervention. PetroPredict earned co-founder Dominic Toselli, a recent University of Waterloo graduate, the top prize of \$25,000 in OCE's inaugural David McFadden Energy Entrepreneur Challenge. The start-up has already garnered significant interest from investors and is currently cash-flow positive.

ROI:

- \$25,000 award from OCE allowed the team to hire four co-op students
- Software is in the pilot stage with an exploration and production company



Focus on Sectors

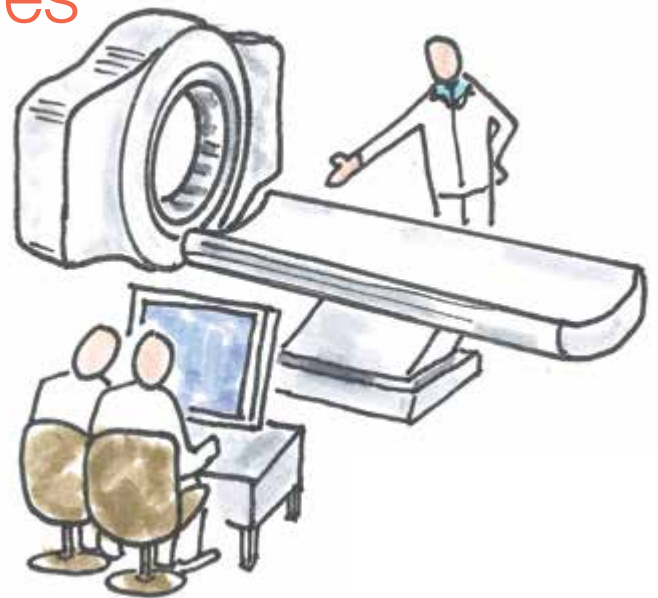
Advanced Health Technologies

BOOSTING INNOVATION IN ONTARIO'S HEALTHCARE SYSTEM

Launched in June 2014, *AdvancingHealth* is a highly targeted, inventive program that matches healthcare needs with innovative products and services through partnerships between public healthcare organizations, companies and academic institutions.

It is designed to improve health outcomes, enhance patient experience and make efficient use of resources through investments in collaborative demonstration projects that establish a strong case for adoption and show clear potential for scaling up to the system level. This farsighted program will equip Ontario with the competitive edge it needs to capture and dominate global markets.

A partnering forum this summer drew 180 health officials and health technology companies. 43 EOIs have been received with 10 invited to submit full proposals.



OCE-OBI ENTREPRENEURSHIP FELLOWSHIPS IN NEUROTECHNOLOGY

Turning neuroscience researchers into neuro-entrepreneurs

The largest Canadian initiative of its kind, the Ontario Centres of Excellence and the Ontario Brain Institute (OBI) Entrepreneurship Fellowships in Neurotechnology offered awards of \$50,000 to post-graduates and companies to support commercialization of discoveries that help diagnose, treat or cure brain disorders. Eight projects were funded.

SOME HIGHLIGHTS

\$50,000 OCE-OBI Entrepreneurship Fellowships

Jack Lee – Co-founder and Chief Operating Officer, Movement Disorders Diagnostic Technologies

After earning his M.Sc. at Western University, Jack Lee joined the Parkinson Centre of Excellence at London's Movement Disorders Centre to improve treatments for tremor-related neurological disorders, such as Parkinson's disease. Lee co-founded Movement Disorders Diagnostic Technologies (MDDT), a start-up spun off of the research out of the Movement Disorders Centre. The resulting novel technology, TremorTek, is a sensor-based, non-invasive wearable device that helps doctors pin point the origin of a patient's tremor to greatly improve treatment.



Natasha D'Souza – Founder and CEO, Virtual EyeSee

A graduate of Carleton University's Technology Innovation Management program, Natasha D'Souza has honed her entrepreneurial skills as founder and CEO of her successful consulting company, Virtual EyeSee. D'Souza developed an e-learning tool that can greatly improve the lives of children whose special needs impede social skill development, such as Autism Spectrum Disorder. Her innovation, Zeely Adventures from Virtual EyeSee, is a fun application that builds social skills by teaching children to identify emotions and recognize facial expressions. It also provides data on the child's progress to parents and professionals.



MEDICAL SCIENCES PROOF-OF-PRINCIPLE (MSc PoP)

Commercializing promising advanced health technology

The Medical Sciences Proof-of-Principle program provides funding to commercialize intellectual property developed at Ontario publicly funded academic research institutions.

More than 50 projects were approved in the last year, including:

- Automated detection of bioactive small molecules from natural sources
- Better prediction of cardio-toxicity and cardiac failure
- Local early warning system for global infectious diseases
- Microfluidic device for improved sperm selection for assisted reproduction
- Non-invasive diagnosis and characterization of breast cancer using quantitative ultrasound techniques
- Novel dry coating for pharmaceutical tablets
- Thermal therapy garment for heart failure and hypertension patients
- Ultrasound navigation for spinal fusion surgery

Advanced Manufacturing

LIFTOFF FOR EXCITING NEW R&D AEROSPACE PARTNERSHIP

Ontario Centres of Excellence has joined with the Ontario Ministry of Research and Innovation, Ontario Aerospace Council (OAC) and Natural Sciences and Engineering Research Council of Canada (NSERC) to support collaborative research and technology development projects by Ontario industry and academic research partners through OCE's Voucher for Industry Association R&D Challenge program. The \$2.5-million program supports areas of technology that are strategically important to the Ontario aerospace sector.

SOME PROJECT HIGHLIGHTS

Improving accuracy of greenhouse gas measurement

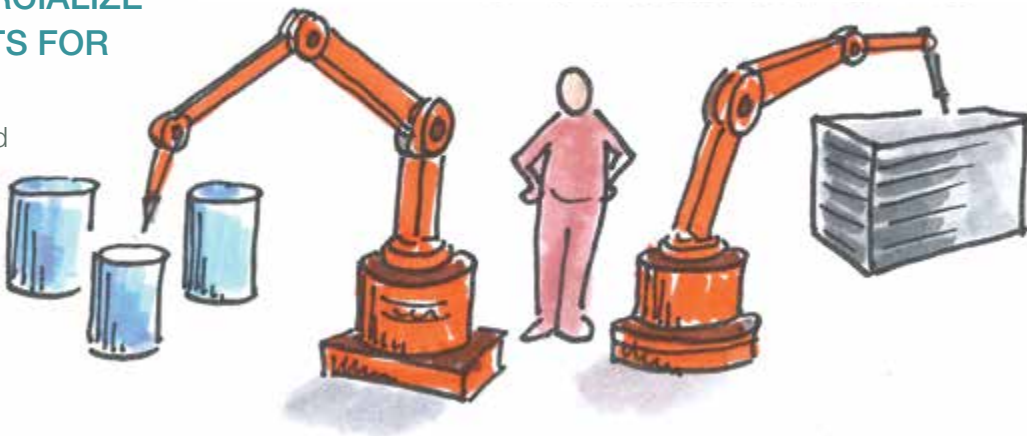
Canada continues to seek new technologies to help reduce greenhouse gas (GHG) and produce new energy efficiencies. Researchers at the University of Toronto's Space Flight Laboratory are collaborating with Sinclair Interplanetary, a Toronto-based supplier of hardware, software, training and expertise to the spacecraft community to develop accurate and precise tracking technology for use in commercial miniature satellites owned by GHGSat Inc. for space-based monitoring of GHG emissions from industrial facilities. Once validated, these nanosatellites would make it financially feasible and commercially viable to provide these GHG monitoring services internationally.

Converting to more reliable and greener aircraft

The design of aircraft electrical systems is key to issues of efficiency, cost-effectiveness, public safety and environmental impact. Researchers in the Dept. of Electrical and Computing Engineering at Ryerson University have teamed with Honeywell Aerospace to address thermal management issues associated with electrical power conversion. Their next generation of aerospace power converters will lead to a reduction in aircraft equipment weight, improved equipment reliability and a greener, more efficient and safer aircraft.

COLLABORATING TO COMMERCIALIZE GROUNDBREAKING PRODUCTS FOR A GLOBAL MARKET

OCE and the Canadian Manufacturers and Exporters launched a \$2-million Made in Ontario Advanced Manufacturing R&D Challenge in collaboration with NSERC, to generate partnerships between academic researchers and industry that commercialize groundbreaking products and processes for global markets and produce economic benefits for Ontario.



Focus on Sectors

Information, Communications and Digital Media

CREATING A HOTHOUSE OF INNOVATION FOR BIG DATA ENTERPRISES



Co-founded in 2013 through strategic investments by OMERS Ventures, Ontario Centres of Excellence and Ryerson University, oneeleven is Canada's first accelerator created to address the needs of successful, visionary entrepreneurs pursuing data-driven opportunities which will benefit from access to the power of high performance computing.

There are already 15 data-driven companies that are part of the accelerator.

More than 900 developers participated in a 48-hour hackathon event with oneeleven serving as the Toronto host. The result was Canada's largest competitive hackathon using open data, the Canadian Open Data Experience (CODE) and the event produced an impressive 110 apps.



HIGH PERFORMANCE COMPUTING

Celebrating its second anniversary this year, the Southern Ontario Smart Computing Innovation Platform (SOSCIPI) is expanding to include four additional universities (Wilfrid Laurier, York, Ryerson and Carleton) and four new research focus areas: digital media, mining, advanced manufacturing and cyber security.

OCE is a key contributor to SOSCIPI through its HPC program, which provides access to supercomputer technology for small-to-medium-sized enterprises (SMEs).

SOME OCE-SUPPORTED PROJECTS

Sciencescape



Each day, Sciencescape streams thousands of breaking research papers to scientists, clinicians, educators, and students

around the world so they can incorporate new ideas, findings, methods and technologies into their work. Using the Southern Ontario Smart Computing Innovation Platform (SOSCIPI) systems, Sciencescape is able to analyze more than 25 million papers and make recommendations based on state-of-the-art machine learning and natural language processing algorithms.

Analytics for Life



Analytics for Life (A4L) is developing and applying sophisticated analytics approaches to extract and process previously difficult-to-detect information from a variety of different biological signals. The first application of the company's analytics platform is in the healthcare space with a focus on cardiology. Through SOSCIPI, A4L has been able to set up controlled signal collections spanning two weeks and mathematically extract and transform this data for machine learning purposes.

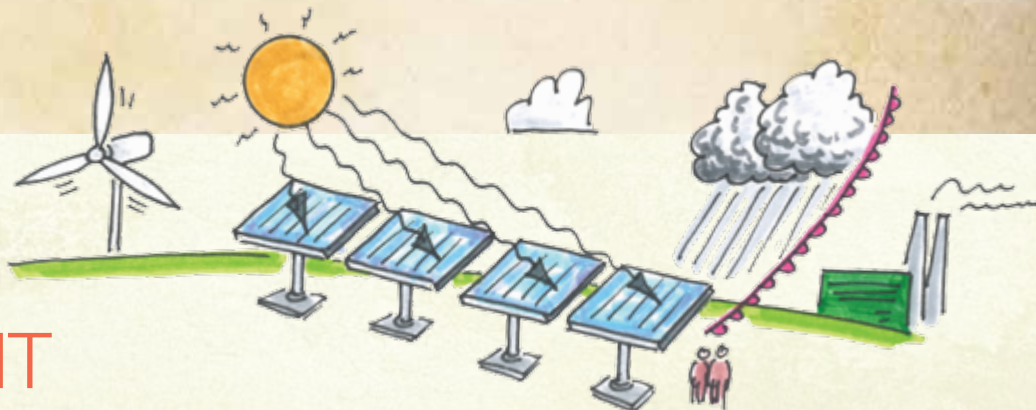
SHAPING THE FUTURE OF THE COMMUTE

This spring, on behalf of Ontario's Ministry of Transportation and Ministry of Research and Innovation, OCE launched a \$1-million Connected Vehicle/ Autonomous Vehicle (CVAV) Research Program for Road Vehicles to drive next-generation vehicle technologies to the next level.

HELPING TO ADDRESS THREATS OF CYBERATTACKS ON CANADIANS

OCE is one of five partners in Venus Cybersecurity Corporation, a non-profit Ottawa-based organization working to make Canada a global leader in cybersecurity through R&D and the launch of new high tech ventures.

ENERGY AND THE ENVIRONMENT



GETTING SMART ABOUT WATER

OCE has been spearheading development of environmental and clean water technologies for more than 25 years, and is now at the forefront of smart drinking water research. We work with leading water systems experts from across the province to identify the challenges and how R&D can propel innovative new technologies.

SOME OCE-SUPPORTED PROJECTS

Water Technologies for Liveable Cities

In 2013, OCE and NSERC approved a Waterloo-based collaborative industry-academic project to explore a new technology that would largely do away with lengthy service interruptions to residents, traffic gridlock and cost overruns by reducing the number of trenches needed during pipe restoration work.

The City of Waterloo, with researchers at the University of Waterloo, will be testing the Tomahawk Mark 1 technology developed by Bracebridge-based company Envirolitics.

The low-cost, efficient energy system operates without water or chemicals, causes no damage to pipes and avoids fouling fresh water supplies.



Improving Operational Efficiency through Real-Time Monitoring

In Ontario and globally, reducing water loss and saving energy by increasing operational efficiency are common goals for municipalities. Eramosa Engineering Inc., the City of Guelph and University of Waterloo have partnered to develop a real-time monitoring and simulation platform that includes a network of sensors installed on the water distribution system to collect pressure caused vibration data. Combined with the city's existing models, this will provide new insight into the status and performance of water distribution infrastructure from treatment plant to customers, helping identify problem areas and leaks.

POWER TO GAS

Gaining access to energy when it's needed requires an energy system that can both incorporate and store energy from renewable sources, which are intermittent and variable, and store surplus energy generation from nuclear sources when demand is low at night. OCE has partnered with NSERC to fund innovative projects across Ontario that leverage the existing natural gas infrastructure to improve the reliability of the electricity grid and, ultimately, further the integration of Ontario's natural gas and electricity infrastructure.

SOME OCE-SUPPORTED PROJECTS

Optimizing Gas Power Conversion

The University of Ontario Institute of Technology is working with companies Veridian Connections and Hydrogenics to design and build the modeling framework for an Integrated Ontario Energy Model. The use of gas and electricity varies by region as does the generation and distribution infrastructure. A model that integrates gas and electricity demand on a regional scale provides a much clearer picture for optimizing the deployment of power-to-gas installations. Results will be verified against historical data and used to predict 2014-2015 Ontario energy demand for both gas and electricity.

Adaptive Energy Ecosystems

An OCE-supported multi-partner project that includes Enbridge Gas, Union Gas, Hydrogenics, Energy Technology and Innovations Canada, GE Digital and the University of Waterloo are modeling natural gas, electricity and seasonal storage infrastructure in Ontario to develop a tool for determining the best location and size of power-to-gas energy hubs.



Event Highlights

DiscoveryTM

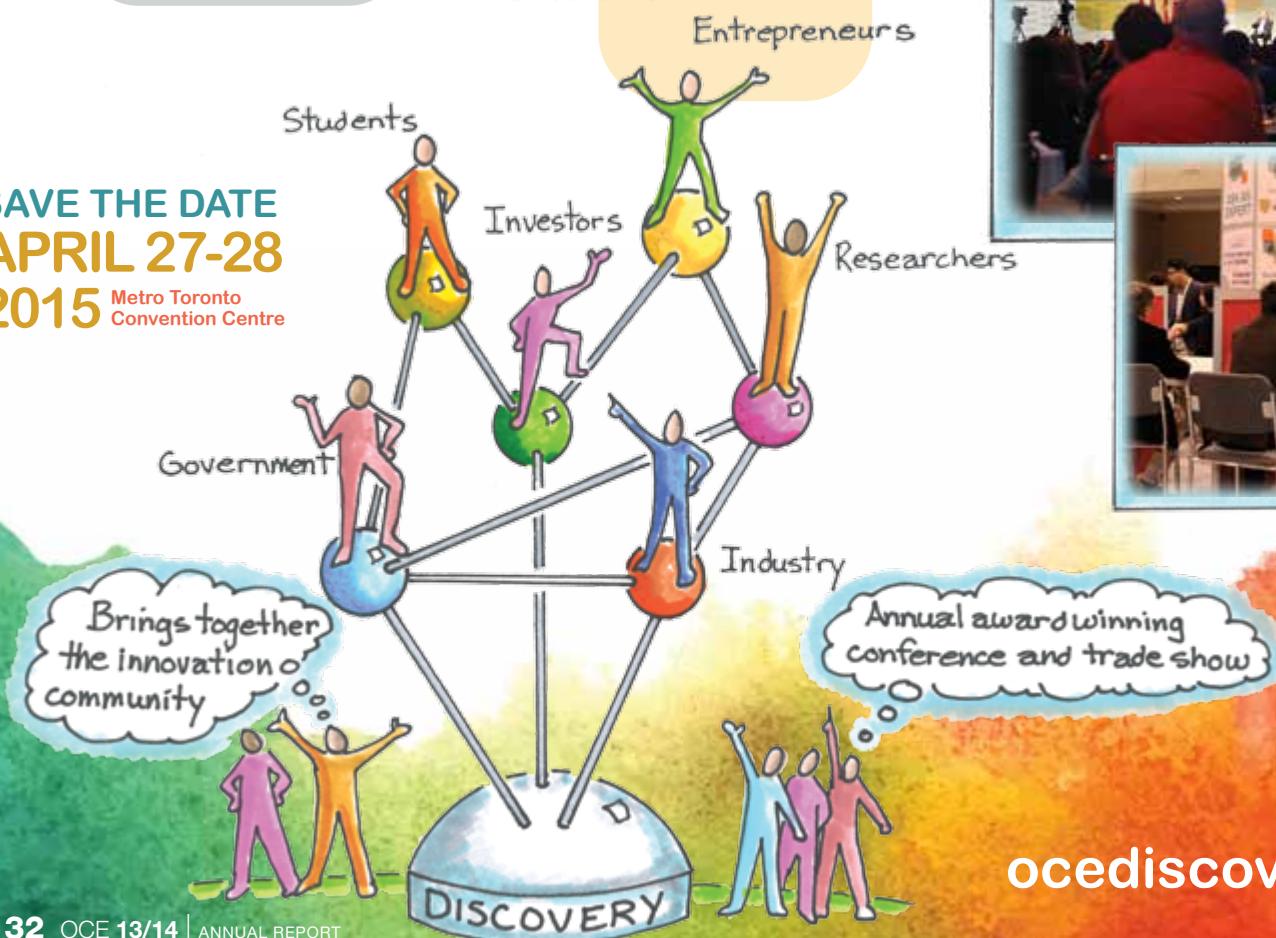


Ontario Centres of Excellence

Canada's leading innovation-to-commercialization conference, showcasing leading-edge technologies, best practices and research in Ontario.



SAVE THE DATE
APRIL 27-28
2015 Metro Toronto
Convention Centre



ocediscovery.com



▶ **oneeleven** – Ontario Centres of Excellence, OMERS Ventures and Ryerson University launch oneeleven, Canada's first community for data-driven entrepreneurs. ▼



“Made in Ontario” Advanced Manufacturing R&D Challenges Forum – More than 160 representatives from Ontario's manufacturing sector and academia come together to learn about an exciting \$2-million R&D funding opportunity offered through Ontario's new Collaboration Voucher Program. ▼



OCE/CQDM Life Sciences – OCE and CQDM team up with Life Sciences Ontario and BiopolisQuébec to advance pharmaceutical research in the two provinces. ▼



HanHai/OCE Signing – OCE and HanHai agree to lead the establishment of a China-Canada enterprises innovation centre, including a Sino-Canadian scientific and innovation collaboration and exchange platform to develop an Ontario-China network of entrepreneurs and investors. ▼

Connecting Talent and Jobs in the Energy Industry – More than 170 students and recent graduates signed up for OCE's webinar aimed at helping them understand current and emerging career opportunities in Ontario's evolving energy sector. ▼



Aerospace – OCE, in conjunction with the Ontario Aerospace Council and the NSERC, hosts a forum to bring together key players in the aerospace sector for a discussion on research and development challenges and opportunities within the sector. ▶



Awards

360pi	2013 IBM Beacon Award for Best Industry Solution for Retail 2013 Explorim Gold Award for Innovation in Technology and Engineering 2013 Top Global 100 Companies Award, Red Herring 2014 Employees Choice Awards, <i>Ottawa Business Journal</i> (OBJ) and Ottawa Chamber of Commerce 2013 Companies-to-Watch, Deloitte Technology Fast 50 Awards	COFOVO Energy	2013 OCE's Martin Walmsley Fellowship for Technological Entrepreneurship GreenCentre Canada Grant Scientists and Engineers in Business Grant, Carleton University GlobalStart Program 2014 Best in Show, uOttawa's The Game event
Aeryon Labs	2013 Canadian Aeronautics and Space Institute McKee Trophy	DVS Sciences	2014 Emerging Life Sciences Company of the Year Award, Life Sciences Ontario
Bionym	2014 Breakthrough Prototype and Overall Winner, Bluetooth Breakthrough Awards 2014 Best International Start-Up, Wearable Technology Conference and Expo 2014 SXSW Wearable Tech Award finalist 2013 Canadian Innovation Exchange (CIX) Top 20 Company 2013 People's Choice, Internet of Things Awards 2013 Accelerator Graduate of the Year finalist, Canadian Startup Awards	EcoPlace Organics	2013 National Nicol Entrepreneurial Award – Emily Peat 2013 OCE Social Enterprise Competition winner
Blindside Networks	2013 Bossie Award – Best open source applications for 2013, Infoworld's Bossie (Best of Open Source Software) Awards	EION Wireless	2013 Best in Show – Wireless, IT Expo
BKIN Technologies	GSK-Canadian Institutes of Health Research Chair in Neurosciences – Dr. Stephen Scott	EnerMotion	2013 Top Energy Invention Award, <i>Popular Science</i>
BrainFX	2013 Most Promising Start-Up, York Technology Alliance Technology Leadership Awards BUILD Award from ventureLAB	Exocortex	2013 Bootstrap Capital Innovation, runner-up
BTI Photonics Systems Inc.	2013 Fierce Innovation Awards – Data Centre 2013 Outstanding Technology Recognition Award, IEEE Ottawa Section	GaN Systems Inc.	2013 Lifetime Achievement Award – John Roberts, Information Technology Association of Canada 2013 New Company of the Year finalist, Elektra European Electronics Industry Awards
Buffer Box	2014 Young Entrepreneur of the Year Award, Greater Kitchener Waterloo Chamber of Commerce – Mike McCauley	Giatec Scientific Inc.	2013 RiInfo Innovation Competition Winner “Start-up to Watch” by Invest Ottawa
Cast Connex	Engineering Medal – Entrepreneurship, Professional Engineers of Ontario Engineering	Groupnotes	2013 OCE Experiential Learning Program Competition winner
C-COM Satellite Systems	2013 Ontario Going Global Award finalist, Ontario Business Achievement Awards 2013 PROFIT 500 list of Canada's fastest growing companies	gShift	2013 PROFIT Hot 50 Companies – #29
Centreline	2013 Canada's Best Managed Companies	HandyMetrics Corp	2014 Most Promising Start-Up, TechConnex Technology Leadership Awards
Certo Labs	Mitacs & NRC-IRAP Award for Commercialization – Adam Metherel, Fellowship with Certo Labs	Hydrogenics	2013 Technology Green 15 Award, Deloitte Technology Fast 50 Awards Innovator of the Year Award, HFC 2013 Excellence in the Field of Environmental Technology Commercialization and best in class at CleanEquity Monaco 2013
Chematria	2013 OCE ELP Finalist	Intelligent Mechatronic Systems (IMS)	2013 Top Employer Award, University of Waterloo 2014 CIO Review's Top 20 Most Promising Automotive Tech Solution Providers Named a global telematics service provider leader for insurance telematics by Ptolemus Consulting Group
Chide.it (Fluidware)	2013 OCE Mind to Market Award 2013 CATAAlliance Private Sector Leadership Award – Eli Fathi	InteraXon	2013 and 2014 International CES Innovations Design and Engineering Award-Tech For A Better World 2013 Startup of the Year finalist, Canadian Startup Awards
Clear Blue Technologies	Honoured as technology enabler, Gold Award for the Energy category in the 2014 Connected World Awards 2014 M2M Evolution Business Impact Award	InVivo Communications	2013 Communicator Awards – Award of Distinction Award of Excellence 2013 Award of Merit, Web Health Awards 2013 Telly Award, Bronze 2013 Salon Award of Excellence, Association of Medical Illustrators 2013 National Health Information Awards, Silver 2014 Communicator Awards – Award of Distinction (2), Award of Excellence 2014 Web Health Award, Bronze 2014 Telly Award, Silver, Bronze, Bronze
Clearpath Robotics Inc.	2014 Edison Award finalist – Industrial Design 2014 Silver Stevie Award – Company of the Year (Manufacturing), International Business Awards 2013 Unmanned Systems Canada Organizational Award 2013 EY Young Entrepreneur of the Year Award – Matt Rendall 2013 Game Changer Award – Industrial Productivity, <i>Robotics Business Review</i> 2013 Gold Stevie Award – Best New Product or Service of the Year, International Business Awards 2013 Silver Edison Award Winner, Innovative Products and Services 2013 OCE Mind to Market Award, finalist	Katan Kitchens	2013 Innovation Guelph Award, Guelph Awards of Excellence
		Kela Medical Inc.	2013 PROFIT Hot 50, #26 2013 member of Canadian delegation at G20 Young Entrepreneur Summit in Moscow, Russia, Arjun Kumar 2014 EY Young Entrepreneur of the Year finalist – Arjun Kumar

Ontario Centres of Excellence is proud to have worked with and supported this year's record number of award-winning companies



Komodo OpenLab	2013 OCE Experiential Learning Program Competition winner 2014 Pioneers for Change Innovation Award, Skills for Change – Jorge Silva
Lumotune	2013 Velocity Venture Fund Award
Mejuri	2013 OCE Experiential Learning Program Competition winner 2013 International Startup Festival Elevator World Tour winner
Milao Language	2013 Accelerator Centre JumpStart Program winner 2013 CDMN's People's Choice Award, Accelerator Centre JumpStart Pitch Competition 2013 LaunchPad50K Competition, finalist
Miovision Technologies Inc.	2013 Young Entrepreneur of the Year Award, Greater Kitchener-Waterloo Chamber of Commerce – Kurtis McBride 2013 Innovator of the Year Award, CDMN 2013 Deloitte Technology Fast 50 Program – #2 2013 Outstanding Project Management Award, TECTERRA Geomatics Showcase
NeruOQOre	2013 Invest Ottawa Entrepreneurial Rising Star Honouree
Noble Purification	2014 Top 20 Under 20, Youth in Motion – Adam Noble
Novus Environmental	2013 Award of Merit, Ottawa Urban Design Awards, Algonquin College Robert C. Gillett Student Commons 2013 Canadian Design-Build Award of Excellence, Algonquin College Robert C. Gillett Student Commons
Nulogy	2013 CATA Innovation Through Technology Award, Canadian Aboriginal and Minority Supplier Council
Opalux	2013 Best Innovation runner-up, Tax Stamp Awards 2013 Global Innovation Award, TechConnect World Summit and Innovation Showcase
P&P Optica	2013 R&D 100 Award 2013 Prism Awards finalist
PetroPredict	2014 OCE David McFadden Entrepreneur Challenge winner 2014 OCE Elevator Pitch Competition winner 2014 Best Startup and People's Choice, Velocity Fund Finals 2014 <i>Maclean's</i> Canada's Future Leaders under 25 – Dominic Toselli Pan IIT Global Engineering Entrepreneurship Competition Award 2013 Best Pitch and People's Choice, Velocity Fund Finals
PlantForm Corporation	2013 Richard Laferty Excellence in Writing Award, Ontario Society of Medical Technologists 2014 Biotechnology Technician Program Industry Partner Award, Conestoga College 2014 MaRS HealthKitch Pitch Competition winner (Biotechnology and Pharmaceuticals)
Quantum Dental Technologies Inc.	2013 "Top 50 Dental Technology Products", <i>Dentistry Today</i> – The Canary System 2013 "Top 10 New Dental Products of 2013", Dentalcompare – The Canary System 2014 Killam Prize – Andreas Mandelis

Rebellion Media	2013 Waterloo Area's Top 15 Employers
REGEN Energy Inc.	2013 Deloitte Technology Green 15 Award
REMAX	2013 Student Entrepreneur National Champion by Enactus Canada – Nick May 2013 Young Entrepreneur of the Year Award, Ontario Business Achievement Awards – Nick May
Revelo Bikes	Named one of Businessvibes' 10 Canadian start-ups you should know about (2014) Named one of 5 Toronto start-ups to watch in 2014 2013 World Elevator Tour Elevator Pitch Competition, finalist
SensiMAT Systems	2014 HalTech Discover Your Potential Pitch Competition winner
Set Scouter	Winner, People's Choice Award, DigiFest 2014 Winner, 2013 Multiplicity Power Up Sales Challenge winner
ShopLocket	2013 Accelerator Grad of the Year finalist, Canadian Startup Awards
Skyline Farms	2013 OCE Social Enterprise Competition finalist 2014 Top 30 Under 30, Ontario Hospitality Institute – Gustavo Macius
SSIMWave	2014 NSERC Staecie Fellowship – Prof. Zhou Wang
SunWash Technologies	2013 Venture London Competition winner 2013 Innovation Award, Techcellence Awards
Sylleta	2014 Start-up Chile DemoDay winner 2014 Canada's Clean50 Award – Research & Development, Delta Management Group 2013 Innovator of the Year Award, University of Toronto
Synchronicity in Motion	2014 Carolyn McGregor honoured as an Order of Australia member
TrendRadius	2014 Velocity Venture Fund Award 2014 GTAN-START Pitch Competition winner
Treventis Corporation	2013 Seeding Drug Discovery Award, Wellcome Trust
Trojan Technologies (TrojanUV)	2013 WEFTEC Water Environment Federation Award – Innovative Technology 2013 The Optical Society "Enabled By Optics" contest winner
Tyco Electronics (TE)	2014 Marketing Team of the Year, Tech ACE Awards 2013 Top Global Innovator, Thomson Reuters
Vennsa Technologies	2014 Asia and South Pacific Design Automation Conference (ASP-DAC), 10-Year Retrospective Most Influential Paper Award – Dr. Andreas Veneris
Voltera	2014 OCE Investor Pitch Competition winner 2014 GTAN-START Pitch Competition winner
XYZ Interactive	2013 Branham300 Top 25 Canadian Up and Coming ICT Companies 2013 VentureLynx Ready For Funding award

Ontario Centres of Excellence Governance

Board of Directors 2013/14

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CHAIR OF THE BOARD
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(VICE-CHAIR AND SECRETARY)
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GOVERNANCE COMMITTEE (CHAIR)

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Corporate Director
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FINANCE & AUDIT COMMITTEE
HR & COMPENSATION
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Colin Kelleher

Partner,
Caliber Structures Limited
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HR & COMPENSATION COMMITTEE
STRATEGIC PLANNING
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Chemistry
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NOMINATING COMMITTEE (CHAIR)

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Andrew Abouchar

Partner
Tech Capital Partners Inc.
FINANCE & AUDIT COMMITTEE
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Vice-President, Research
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HR & COMPENSATION COMMITTEE
STRATEGIC PLANNING COMMITTEE

Caroline Somers

Co-CEO, Cassidy Bay Group
& Chair, Capital Angel Network
HR & COMPENSATION COMMITTEE
STRATEGIC PLANNING COMMITTEE

Dr. Tom Corr

(ex-officio)
President and CEO
Ontario Centres
of Excellence

*Absent from photo

Observers

(Board of Directors)

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Deputy Minister
Ministry of Economic
Development, Employment
and Infrastructure/Ministry of
Research and Innovation

Bill Mantel

Assistant Deputy Minister
Research, Commercialization
and Entrepreneurship Division,
Ministry of Economic
Development, Employment
and Infrastructure/Ministry of
Research and Innovation

George Cadete

Director, Commercialization
Branch
Ministry of Economic
Development, Employment
and Infrastructure/Ministry of
Research and Innovation



OCE Board of Directors

(sitting from left) Colin Kelleher, Barbara Wilkes, Caroline Somers, William J. McClean
(standing from left) Bob Richardson, Dr. D. George Dixon, Dr. Tom Corr, Andrew Abouchar,
Brian Armstrong Q.C. (Vice-Chair and Secretary), Michael J. Nobrega (Chair), Dr. Mo Elbestawi
(absent from photo) Debbie Fischer, Dr. Hadi Mahabadi, Dr. Dan Patterson, Dr. Molly S. Shoichet.

Executive Team

Dr. Tom Corr

President and CEO

Bob Civa

Senior Vice President, Business
Development and Commercialization

Narinder Dehal

Vice President, Finance,
Programs and Administration

Anne Wettlaufer

Vice President, Marketing,
Communications and Public Affairs

Dr. Claudia Krywiak

Vice President, Corporate Development,
Planning and Strategic Initiatives

Sharon Jobity

Vice President, Human Resources
and Talent Acquisition

Ontario Centres of Excellence Inc. is
a member of the Institute of Corporate
Directors (ICD).



Ontario Centres of Excellence promotes a
healthy workplace, which is key to wellbeing
and, by extension, innovation.



- The Ontario Centres of Excellence was formally established in 1987 with seven independent centres that evolved and amalgamated into **Ontario Centres of Excellence Inc. (OCE)**, a not-for-profit organization, in 2004.
- In partnership with industry, OCE **co-invests to commercialize innovation** originating in the province's colleges, universities and research hospitals.
- OCE efforts converge on **four key sector areas** – advanced manufacturing; advanced health technologies; energy and environment; and information, communications and digital media, including high performance computing.
- OCE deploys experienced teams of Business Development Managers to all corners of the province. We have a **province-wide footprint** with offices in Toronto, Mississauga, Ottawa, Waterloo, Windsor, London, Hamilton, Markham and Oshawa.
- OCE **excels at attracting industry and other stakeholder funding** to more than double the amount of investment made by OCE.
- Close to **80 per cent of additional investment** leveraged by OCE **comes from industry**.
- OCE is a member of the **Ontario Network of Entrepreneurs (ONE)**, Ontario's, client-focused, province-wide innovation network.
- In recent years, OCE has introduced **a number of new initiatives including** Collaboration Voucher Program, High Performance Computing Initiative (with IBM), Advancing**Health** program, oneeleven partnership, Campus-Linked Accelerators, On-Campus Entrepreneurship Activities, SmartStart Seed Fund, Ontario-Quebec Life Sciences Research Initiative, and Alberta-Ontario Innovation Program.
- Our expanded youth **entrepreneurial program and talent** offerings give students and recent graduates the opportunity to learn by doing and to pursue their ideas for turning ideas into companies.
- OCE has significant expertise in **"de-risking" innovation**. Small- and medium-sized companies typically overlooked by traditional investors have achieved market success through OCE support and subsequent financing received from angel investors and venture capitalists.
- In 2013/14, OCE invested **\$27.5 million and leveraged \$68.9 million** in further investments from industry and other partners providing leverage of over 2.5:1. OCE managed **624 active projects** during the year.
- OCE provides real-world commercialization experiences for **Ontario's next generation of innovators and entrepreneurs**.
- **OCE's expanding network of partnerships with industry, government and academia and innovation intermediaries** within the innovation ecosystem drives commercialization, knowledge mobilization and the development of highly qualified personnel. In 2013/14, **3,315 jobs were created or sustained** in industry as a direct result of OCE-funded projects and **96 start-up companies** were established.
- This past year, more than 65 **OCE-supported companies** were recognized with national or international awards.
- OCE's **annual award-winning Discovery** conference, which will celebrate its tenth anniversary next year, is Canada's premier innovation-to-commercialization event showcasing leading-edge technologies and research. Discovery's 2012 edition was named **best international large-scale conference** by the International Special Events Society. Each year, Discovery attracts more than 2,600 attendees and 350 exhibitors. In 2010 and 2011 Discovery was named Canada's best trade show at the Canadian Event Industry Star Awards.

FOR MORE INFORMATION VISIT
oce-ontario.org

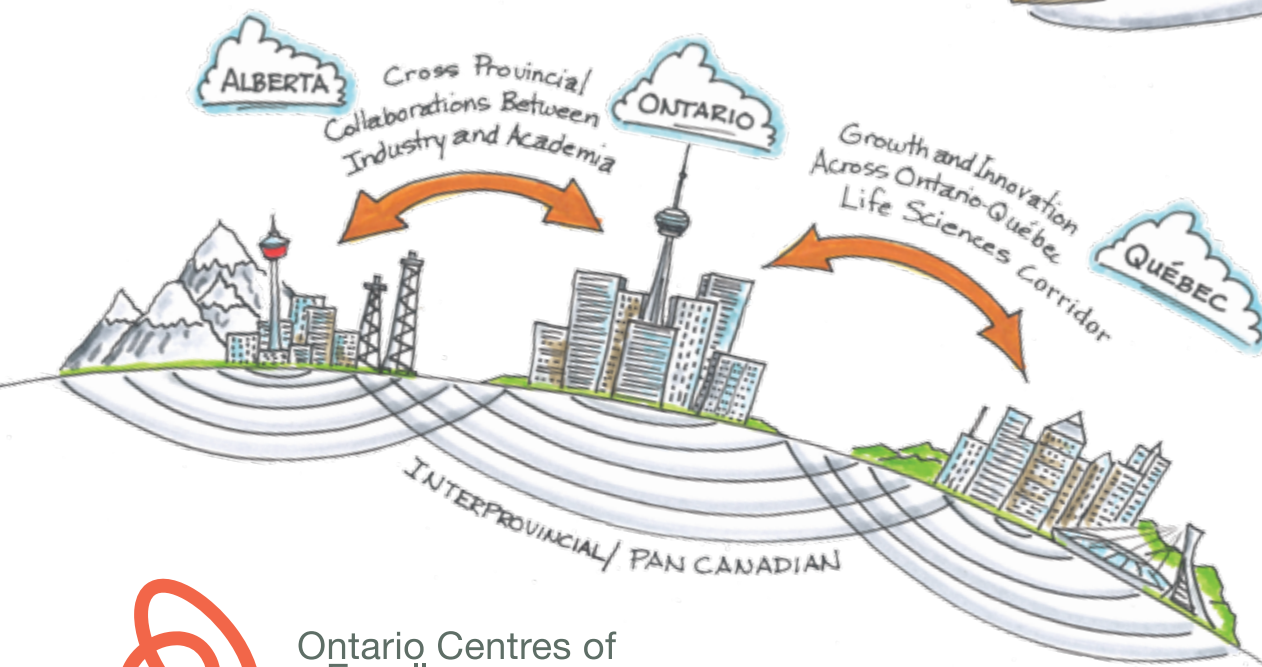
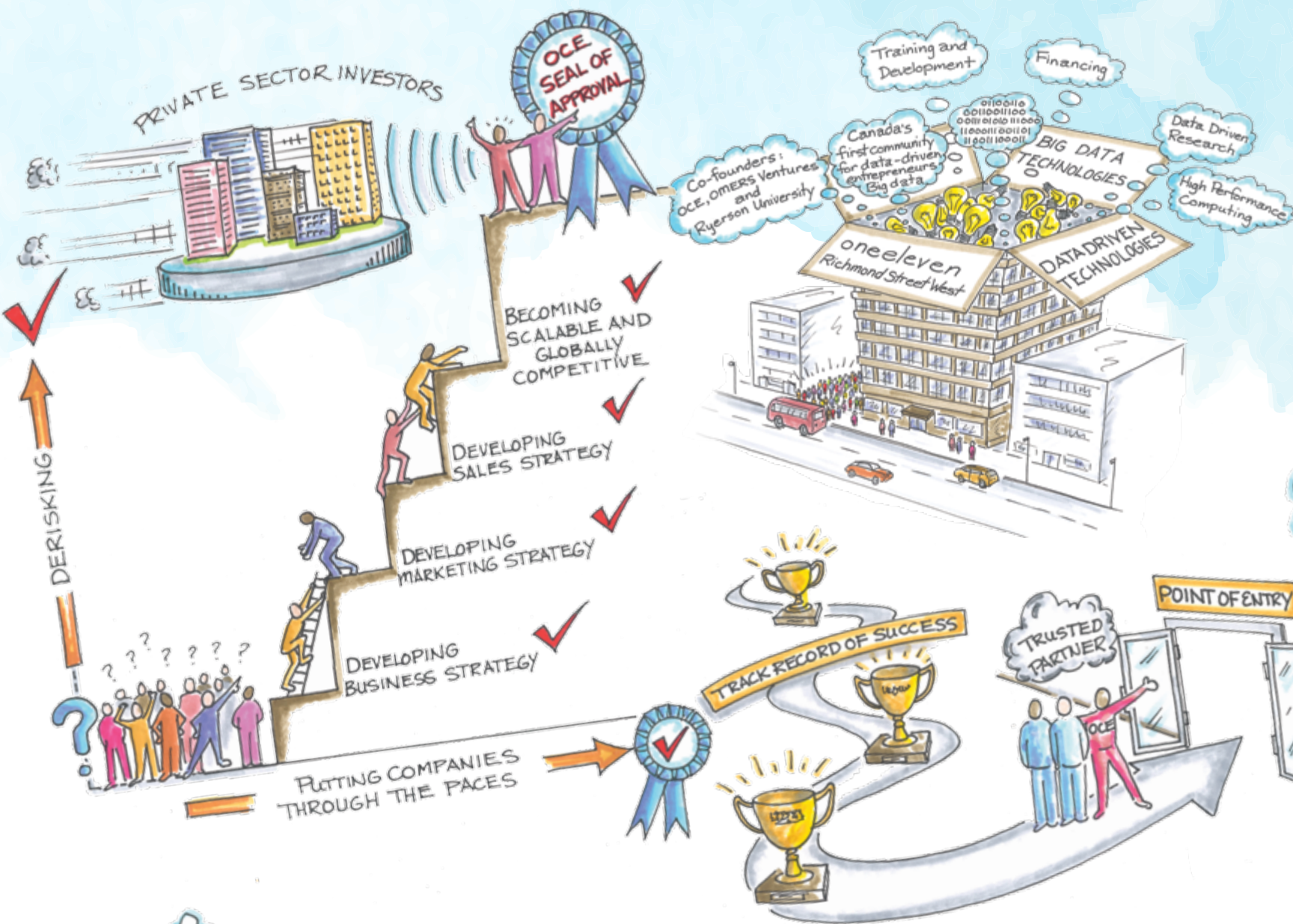


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www.oce-ontario.org | info@oce-ontario.org | Toll Free: 1.866.759.6014

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