



# 2019-2020 Annual Review



TECHNATION<sup>CA</sup>

**A BOLD AND  
DELIBERATE APPROACH  
TO CANADA'S DIGITAL  
ECONOMY**







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## Canada's ICT Sector



**43,200+**  
**COMPANIES**

**10.8%** increase over 2017

**665,540**  
**WORKERS**

**7%** increase over 2017

**\$94 billion**  
**4.8% of GDP**

**12.6%** increase over 2017

**53.7% HIGHER**  
**THAN AVERAGE**  
**SALARIES**

**7.4%** increase over 2017

**19.5%**  
**MORE UNIVERSITY**  
**DEGREES THAN**  
**OTHER INDUSTRIES**

**4.8%**  
**GROWTH IN**  
**ICT SECTOR**

**vs. 1.5% Overall Economic Growth**

**\$210 billion**  
**IN REVENUES**

**1.1%** increase over 2017

**41.2% OF ALL**  
**PRIVATE SECTOR**  
**INVESTMENTS IN**  
**R&D (\$7.5 billion)**





## Message from National Board of Directors Chair



Kevin Peesker

### **Change. It is a word that could not better embody the year we've had – and the year we will face.**

For the tech sector – technological change most often results in game-changing innovation and creativity. Think artificial intelligence and quantum computing, big data, machine learning, autonomous and electrical vehicles, blockchain. Consider the impact of these technologies on all industries, and the endless list of possibilities for change.

For TECHNATION, this last year has all been about change. As the fiscal year began under a new President and CEO, Angela Mondou, there was a concerted effort to change the trajectory of the Association for long-term success. Together with her team, Angela worked hard to realign the Association's strategy and create its forward-thinking corporate plan, as well as develop new programs and initiatives that will help our members – and the industry at large – shape and strengthen Canada's digital economy.

The re-branding of the Association, from the Information Technology Association of Canada (ITAC) to TECHNATION, was instrumental in changing the way the Association will be viewed. ITAC had an incredible legacy – but it didn't truly reflect our strengths – our power as an advocate, a collaborator and a catalyst. It didn't reflect our future. We believe TECHNATION better represents the power of community and country, binding industry, governments, academia, and citizens of Canada together.

Throughout the year, the team developed a series of impactful programs and partnerships that will drive us as an industry to continue to succeed – even more so now as we work through the pandemic – from our long-term focus on more agile procurement with government, to innovation adoption and modernization. Key initiatives include examining the very foundation of data and what we can do to impact current barriers – sharing, interoperability and adoption to name a few.

Our efforts to create public-private partnerships, including the newly formed Responsible Tech Council (now TECH4CANADA), is a good example of impact. This collaborative multi-sector Council is seeking to identify critical technology challenges with the goal of establishing action-oriented priorities for our industry and our country. The Council has already released a *COVID Call to Action* that looks at issues around data sharing and supply chain challenges – with much more to come.

The Cybersecurity Talent Alliance (CTA) was also launched this year, developed in collaboration with Canadian leaders in technology and education. The goal of the CTA is to address the growing need for cyber professionals across Canada and to encourage students from a young age to incorporate tech-related learning into their studies. The formation of the CTA is part of a larger TECHNATION initiative, the result of a three-year \$1.9M grant through the Government

*“Crisis plants the seeds of ingenuity, and as the world struggles out of the COVID-19 pandemic and into an unknown new normal, it's clear that entire industries will be transformed by innovations that have emerged to combat the disease.”*

~ Paul Gillin, SiliconANGLE





of Canada's Employment Social Development Canada (ESDC) ministry. The Council will look at the development of a skills framework for cybersecurity, certification and program accreditation standards, workforce development tools and outreach activities to assist both skilled tech-related professionals and employers. An additional component of the grant includes TECHNATION research into the state of AI-related education in Canada, with a view to developing a growth strategy for the undergraduate talent pipeline. The associated white paper was released in May 2020.

Our collaboration with government has also demonstrated great strides. While TECHNATION and the City of Toronto have had a long-standing working relationship, since the beginning of COVID the two have come together in a more cohesive way to run new programming that looks at: ways to help shape the City's re-build with a strong digital footprint; opportunities and options for more agile procurement; and new ways of collaborating going forward. The idea is to help build and facilitate a real connected community that our members can be proud of.

Work is also underway to reform technology procurement. Overly complex government procurement processes have long been a barrier for acceleration of Canada's tech industry. There is an ongoing – and now, ever more urgent need to streamline how the government purchases technology. For Canada's tech industry, we are seeking from government a more open, transparent, efficient, and simplified procurement process that enables more entities to participate. In doing so, this will help stimulate the growth of our economy and create more opportunities for business. This is why, in part, TECHNATION has collaborated with Shared Services Canada to pilot agile procurements that leverage TECHNATION's first of its kind industry digital market place – CANADA'S DIGITAL MARKETPLACE powered by TECHNATION. It's a one-stop shop for public and private sector officials to view the innovative tech solutions on offer across Canada. The goal is to have the federal government procure and adopt solutions from Canada's technology sector through modernized procurement approaches that are agile, streamlined, and more accessible to SMEs across Canada.

For all of us, as business leaders and as individuals, the biggest change in this past year was the pandemic. Paul Gillin wrote recently, "Crisis plants the seeds of ingenuity, and as the world struggles out of the COVID-19 pandemic and into an unknown new normal, it's clear that entire industries will be transformed by innovations that have emerged to combat the disease."<sup>1</sup> I don't think there could be a truer statement for our tech industry.

Difficult times bring change – often necessary. Through innovation and creativity, hard work and collaboration, Canada's tech industry has an opportunity to lead, to make impactful decisions and to act in an unprecedented way. Change can be difficult – but it can also bring endless new opportunities. TECHNATION is committed to being a positive catalyst over the coming year as a change agent and connector for a successful Canada.

**Kevin Peesker**

TECHNATION Board Chair  
President, Microsoft Canada

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<sup>1</sup><https://siliconangle.com/2020/05/24/seven-technologies-trends-covid-19-pandemic-will-accelerate/>





## Message from TECHNATION President and CEO



Angela Mondou

### **From Bold and Meaningful, to Bold and Deliberate.**

A year ago, I joined TECHNATION – then known as ITAC – with the goal of transforming the national association into an organization that was more relevant, bold and meaningful.

I set off on a ‘100 day listening tour’ to get much needed insight and recommendations from our team, our members, and key stakeholders in industry and government – seeking both immediate and long-term recommendations. My goal was to understand what it would take to position the largest technology association in Canada as the most relevant and impactful association in Canada. This meant

addressing everything from the financial well-being of the association with a 5-year view, to the lack of ‘relevance’ of some of our programs and activities. It also meant looking at our advocacy and collaboration initiatives with governments of all levels – and finding ways to regain their trust. Through your insight and honesty, I realized that despite our strong and historic foundation, we needed to re-energize ITAC.

### **TECHNATION. Unifying Technology, Government and Community for Canada’s future.**

Launched during our annual *Ingenious Awards* gala, we introduced our new name, logo and vision that not only embraces our 60+ year legacy – it also sets us up for a strong, impactful future as the tech association to belong to. The re-positioning of ITAC to TECHNATION is not just a cosmetic change. Our re-energized approach will continue to drive increased prosperity and a stronger economy in Canada, with the launch of new programs targeting accelerated adoption of technology, in government and business.

In the past 12 months, we have launched innovative programs such as the Tech4Canada Council focused on greater technology adoption in both business and community. We leveraged government and tech sector collaboration to accelerate technology adoption through modernized procurement. We also continued our efforts around driving more modern and digitized government operations, programs, and services that benefit Canadian citizens as well.

### **Member Engagement – Our Foundation and Impact.**

Not only are we financially in a much healthier place – we’ve increased revenue by five per cent and our membership by 25 per cent. We also increased the number of members as thought leaders in our events, panel discussions, committee meetings and forums. Through our Tech4Canada Forum, we launched bold new programs including the SME and Municipal Cybersecurity Best Practices. Our Government Relations team created the City of Toronto Procurement Innovation Program and hosted

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a new City of Toronto Re-Imagine Series. Through our Health division, we launched a new *Health – Privacy and Security Network Framework*, in consultation with the TECHNATION Health Advocacy Committee, TECHNATION Health Board of Directors, and privacy and security officers from across the country. We sought member input on the Personal Health Information Protection Act (PHIPA) modernization in Ontario and conducted further outreach to the other Provinces and Territories as they look at updating their PHIPA as well. Through our Industry, Prosperity and Growth division, TECHNATION continues to develop strong B2B and B2G opportunities for our members through our signature events and programs. This year, TECHNATION has redesigned and refreshed its CCIO and CIO events series to reimagine how industry can partner with government.

Finally, our increased focus on Digital Transformation, and trust of federal government leaders, has led to the strong collaboration with Shared Services Canada in launching an Agile Procurement Pilot Project. These new programs have led to expanded opportunities for membership thought leadership and engagement, and government collaboration. Most importantly, measurable program impact.

### **Creating a strong Future Workforce – Stakeholder Investment in TECHNATION.**

TECHNATION has garnered significant trust with Employment and Social Development Canada (ESDC) and is now a national facilitator of Canada's future skills programming. In October, TECHNATION was approved to deliver a workplace integrated learning program over three years. Through our Career Ready Program, we provided over 1,400 opportunities to students in tech, and approximately \$8M in wage subsidies to Canadian businesses. We established the Cybersecurity Talent Alliance with representatives from multiple levels of Government, academia and industry, with members from across Canada, and created the Canadian Cybersecurity Skills Framework and National Occupational Standards. Our Cyber Education portal will be launched this year! We worked with partners Microsoft and RBC on the AI for Societal Impact student challenge – a very successful event; and introduced an innovative *AI Jobs and Skills Framework* that provides a starting point for workforce planning, skills development, and labour market analysis. It also includes a roadmap – a series of recommendations – to help employers, educators and governments make informed decisions regarding AI leadership and implementation, workforce development, staffing, and training.

### **Accelerating Procurement Innovation.**

In March, we launched the TECH2GOV Digital Marketplace. This 'first of its kind' unique dashboard provides direct access to procurement leaders in any industry, to technology solutions across Canada. Public and private sector officials can view in real-time the incredible technological solutions on offer across the country. The Digital Marketplace will facilitate agile and flexible government procurement through simple outreach and immediate access to cutting-edge innovation and technology. This is just one step towards transforming digital government and building the digital economy across Canada. This year we will also launch Canada's Digital Marketplace and offer more business-to-business and business-to-government programming.

I want to take a moment to say thank you, to all of you who have joined us in our quest to help Canada strengthen its global position as a technology leader. Your continued insight and leadership are critical in accelerating technology adoption and prosperity, across the nation; ultimately building a better future for Canada.





We are extremely proud to say, by all measures, it has been a very successful year! That being said – we still have our work cut out for us. That’s why we’ve moved from a bold and meaningful approach to work – to a **bold and deliberate** one!

### **We don’t have an innovation problem; we have an innovation adoption problem.**

The timing for a bolder position as a national tech association with impact is quite frankly, mission-critical. Canada has been losing ground as a global technology leader for the past several years. It’s not because we lack innovation, or research and development, or technology scale-ups focused on new technologies.

Canada has lost ground in both World Economic Forum ratings, sitting at #35<sup>th</sup> position in terms of the global gender gap index, technology readiness, business sophistication and innovation. On the Bloomberg Innovation scale, we now sit between Iceland and Slovenia in 22<sup>nd</sup> position globally. In terms of AI adoption in accordance with Forbes Insights, we sit in 10<sup>th</sup> position out of 10 countries. In terms of skilled labour in Canada and the world’s fastest growth sector, the new ‘knowledge economy’ is growing at twice the rate of the overall economy, and our nation faces a significant shortage of skilled labour to support the rapidly growing needs of this sector.

**The timing for a bolder position as a national tech association with impact is quite frankly mission-critical.**

There *is still much work ahead for us as an industry, and as a nation.* While we enter this new fiscal year, we do so with a renewed sense of focus and energy, and with an underlying sense of concern. The global pandemic has impacted each of us personally and professionally and what was ‘normal’ is no longer. More than ever, the role of the tech industry has had and will continue to have in Canada’s recovery – is mission-critical.

### **Our success is your success.**

I would also like to thank our team, our three boards of directors, and committees and working groups. As we continue to work from home and connect online in an increasingly more virtual world, we will continue to seek your engagement as members of committees and working groups, as thought leaders and as sponsors. We have developed strong momentum and collaboration with our key stakeholders in government and industry, and I’m confident that together, we will help drive Canada’s economic recovery and successful digital transformation.

As tech sector leaders, we have an incredible future, and responsibility, ahead of us. I am sincerely looking forward to the year ahead.

As our National Board of Directors Chair noted in his message, this year has – and will continue to be – all about change. I say “let’s embrace it.” To quote a great military general “...if you don’t like change, you’ll like irrelevance even less!” I don’t think irrelevance is in our DNA.

**Angela Mondou**

TECHNATION President and CEO





## About TECHNATION



### Uniting technology, government and community for Canada's future

As a prominent advocate for the expansion of Canada's innovation capacity, TECHNATION encourages technology adoption to capitalize on productivity and performance opportunities across all sectors. A member-driven not-for-profit, TECHNATION has served as the authoritative national voice of the \$210 billion ICT industry for over 60 years. More than 43,200 Canadian ICT firms create and supply goods and services that contribute to a more productive, competitive, and innovative society. The ICT sector generates over one million jobs directly and indirectly and invests \$7.5 billion annually in R&D, more than any other private sector performer.

#### A collective voice for Canada's technology industry—small and large

TECHNATION tackles critical technology challenges and establishes action-oriented priorities through its Tech4Canada Council; drives tech adoption across all industries and government across Canada; assesses, creates and supports opportunities to expand the Canadian workforce; and provides advocacy, professional development, networking and strategic partnerships opportunities.

**More than 43,200 Canadian ICT firms create and supply goods and services that contribute to a more productive, competitive, and innovative society.**

We also promote growth in the industry by helping members explore new markets and scale through curated Trade Missions around the world; enabling a knowledge exchange to promote professional development and collaboration; and by highlighting their offerings to large enterprise members through live marketplace events and by connecting member solutions directly to government through CANADA'S DIGITAL MARKETPLACE powered by TECHNATION.

TECHNATION's members are leaders in the Canadian market and advocate for a strong digital society for the benefit of all Canadians. They help guide us in our submissions on policy issues and the legislative process; help to accelerate innovative ICT adoption in all dimensions of the Canadian economy (government, healthcare, enterprise and SME businesses in all sectors) to demonstrate world-class excellence in the use of technology; and create high-value relationships and business partnerships with industry, academic and government leaders through business and networking events. Membership is open to all companies and organizations in Canada.

TECHNATION was formerly called the Information Technology Association of Canada (ITAC) and rebranded in November 2019.



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# Vision, Mission, Governance & Our Scope

## Vision

A Canada that has achieved a true world-class, leading digital society that continues to deliver prosperity and competitiveness for the country in a global market.

## Mission

As the trusted and authoritative voice of the Canadian technology industry, TECHNATION's mission is to promote and enhance the significant contribution that digital technology can make to Canada's economic prosperity.

To do this we are focused on the growth of an innovation ecosystem that:

- Improves productivity through the robust adoption of technology
- Drives innovation and competitiveness in the technology sector
- Improves the talent pool, skills & diversity of the technology sector
- Modernizes the public sector in its use of information technology

TECHNATION and its members do what we do every day to move the needle closer to the successful achievement of this mission.



## Governance

TECHNATION is governed by a National Board of Directors comprised of elected members, responsible for overseeing the strategic direction of the Association. There are also two other TECHNATION Boards of Directors – the Ontario Board of Directors and the Health Board of Directors. They, like the National Board, are responsible for articulating the Association's mission, accomplishments and goals to the public, and for garnering support through advocacy.

Our Board Directors represent tech companies of all sizes, from small start-ups to national and multi-national conglomerates, across the country. These passionate leaders bring a diversity of experience and expertise in supporting and governing TECHNATION.

In 2019, the National Board of Directors established a Governance Committee/Audit Committee supported by three Board Directors, TECHNATION's President and CEO and Director of Finance. The purpose of the Committee is to enhance the effectiveness of corporate governance of TECHNATION and ensure compliance with relevant governance legislation and best practices.

## Our Scope

TECHNATION employs 25 staff members across Canada who support the Association's national initiatives on behalf of its members, the Canadian tech industry. Activities include: research, policy and advocacy activities; signature conferences, events and forums; thought leadership initiatives; and health, talent, responsible tech, diversity and inclusion initiatives and programs.





# Strategic Priorities



The success of Canada's tech industry is at the core of what we do. Our goal is to build the Association as a strong, sought-after and representative voice for our members, and a collaborative leader on emerging issues. As a national industry association, TECHNATION delivers relevant and effective services, while being responsive and accountable to our members needs.

**To achieve this, TECHNATION focuses on five key priorities:**



## LEAD THE INDUSTRY-GOVERNMENT NEXUS FOR CANADA'S FUTURE

TECHNATION is at the forefront of influencing the nation's future in digital transformation programs. Engage TECHNATION's C-level and public sector senior leaders through curated forums. Influence change and deliver thought leadership supporting national and global technology solutions in critical areas.



## INDUSTRY, PROSPERITY & GROWTH

Deliver programs that drive 'access' and business opportunity and enable the SME/Scale-Up for growth. Continued focus on connecting Technology leaders to government and business opportunity with a particular emphasis on developing a national/digital marketplace for the SME and Scale-Up. Leverage TECHNATION large corporations to support innovative programs focused on engaging SME technology into national or global supply chains to help drive growth.



## FUTURE WORKFORCE DEVELOPMENT

Drive national productivity and competitiveness through digital workforce readiness. In addition to TECHNATION Future Workforce Development, facilitate the digital transformation of Canadian companies through a technology focused workforce integration and skills transition.



## HEALTH

Continued focus on influencing policy on behalf of the members, advocacy efforts towards nationally accepted standards and adoption of innovative health technologies. Provide relevant opportunities for ongoing industry "intelligence" for any small to medium size enterprise, major Canadian company or multi-national firm that provides products and services to the Canadian Healthcare ICT Sector.



## TECH4CANADA

Collaborate with other national organizations to create and deliver programs that will engage our membership's unique capabilities to enable digital transformation in all sectors in Canada (CyberResilience, Data Management).



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## BUSINESS OVERVIEW Thought Leadership



### Lead and Shape the Future of the Tech Sector

Thought leadership efforts are undertaken to improve innovation and competitiveness by taking a leadership position on emerging issues and facilitated solutions associated with Canada's digital transformation.

The 2019-2020 year was one of increased effort around unifying Canada's technology and Government leaders – an effort that took on significantly more importance after the start of the world-wide pandemic. These past few months especially, TECHNATION's senior staff have connected with

federal, provincial, and territorial governments expressing our members' concerns and desire to help – with solutions ranging from work-from-home technology to critical Personal Protective Equipment (PPE) technology that benefit businesses, government and individuals alike.

#### COVID-19 Response

TECHNATION successfully lobbied for rapid changes throughout the COVID-19 crisis, including listing ICT as an essential service, shifting end-of-year deadlines as a result of supply chain disruptions, and the need for public sector support for start-ups and scale-ups in addition to larger technology companies.

TECHNATION joined the Canadian Chamber of Commerce, the Business Council of Canada, the Canadian Federation of Independent Business and Canadian Manufacturers & Exporters calling on governments to support a national effort to protect jobs, to postpone non-essential new measures and provide more direct funding for employees. TECHNATION reached out to other provincial tech associations to find ways to work together to encourage all levels of Canadian government to improve their digital government procurement, especially to support the Canadian tech SMEs.

Like all organizations that were able, TECHNATION immediately pivoted to virtual forums where government leaders could, and continue to, share their COVID-19 recovery plans as well as identify their most pressing needs and challenges to the tech community. These curated forums continue to bring government and industry together to learn how the tech community can provide business value, identify specific opportunities for co-creation and to cultivate a more effective partnership-based approach. Sessions included panel discussions and one-on-one presentations with City of Toronto leaders, and the Ontario Government's CCIO Dafna Carr and her team.

#### CANADA'S DIGITAL MARKETPLACE powered by TECHNATION

In addition, TECHNATION launched CANADA'S DIGITAL MARKETPLACE powered by TECHNATION and its associated pilot solicitations with Shared Services Canada to better connect Government leaders to Canadian tech solutions and applications – and the industry to procurement opportunities – all with the goal of driving change in federal procurement processes. This is an exciting and ongoing project that now has more than 250 Canadian tech industry leaders participating and providing input on agile government directly to government – and there's a lot more to come on this.

Prior to the pandemic, TECHNATION was already assisting in the government's efforts to digitally transform, and in preparation for upcoming legislative reviews, TECHNATION delivered several submissions and appeared before Federal Committees to advocate on behalf of the industry.





## Procurement Modernization

In June 2019, TECHNATION hosted a roundtable discussion with federal leadership from PSPC, SSC and TBS on industry perspectives regarding socio-economic procurement policy, including women-led, women-owned, Indigenous, LGBTQ2 led organizations. Our larger firms also discussed how their supply-chains are made up of diverse organizations.

## Digital Charter

In May 2019, the Minister of Innovation, Science and Economic Development Canada (ISED), Navdeep Bains, announced a new national Digital Charter, that addresses the Government of Canada's need to take a more powerful approach that supports innovation and protects Canadian citizens. Collectively, the Association and its members can take credit as this announcement comes after numerous consultations ISED held with TECHNATION and its members across Canada. The Association has long argued for an immediate and coordinated approach to data governance – one that ensures privacy and security, while unlocking data for economic prosperity. This goes back to the ITAC Data Strategy released back in 2018, that clearly influenced Canada's new Digital Charter. TECHNATION is continuing to meet with ISED to address their strategy – both the positive steps taken, and the areas that still need to be addressed.

## Key Consultations

Other key consultations with government include: ISED's proposals to modernize PIPEDA; Commercial First and Digital Government; the proposed Accessibility Act; concerns with the Private Member Bill 72 - *An Act to amend the Consumer Protection Act, 2002 respecting the repair of electronic products*; the Government of Ontario's *Survey on Ontario's Data Strategy*; *Big Tech Tax* – and a desire for a multinational solution; and the consultations on Transborder Data Flows – to name a few. TECHNATION also participated in two association coalitions: PIPEDA and Privacy; and CASL (CRTC interpretations).

## Thought Leadership Series

Through Industry, Prosperity and Growth division, TECHNATION launched a National Collective to actively support industry, communities and government. The Association also enhanced its partnership with the Ontario Government to provide both large scale and curated virtual forums to promote government modernization. We also launched the – Digital Transformation Thought Leadership Series – in partnership with the City of Toronto. These sessions focused on showcasing proven digital technology that will have a direct and positive impact on the transformation of the City going forward, and enabled TECHNATION to feature a number of our diverse member leaders – large and small – who have specific, relevant and operational experience in digital transformation.

## TECH4CANADA

In 2019, TECHNATION partnered with the CIO Strategy Council for the inaugural 'Responsible Tech Council' to advance responsible technology, scale-up national business growth and support connected communities. Later rebranded to TECH4CANADA, this initiative is led by a multi-sector council that provides thought leadership, identifies critical technology challenges, and establishes action-oriented priorities that drive change and accelerate national digital transformation.

## Digital Health

Through TECHNATION Health, the Association provided comprehensive feedback on behalf of its members to the Ontario Ministry of Health Digital Health Division regarding Federal and Regional government's Digital Health Strategies, especially around the areas of the Personal Health Information Protection Act Modernization. TECHNATION also participated in the National Space Health Forum 2019 at CSA Headquarters. COVID in particular has had a significant impact on all Health Solution providers; TECHNATION is continuing to provide input into government and agency discussions and programming.





## BUSINESS OVERVIEW

# Government Relations & Digital Transformation

### Advocate a policy and legislative environment for tech organizations across Canada that supports innovation and fuels the growth of Canada's technology industry

#### Key Advocacy Event in Ottawa: Hill Day



On February 25, members of TECHNATION's National Board of Directors, along with other senior leaders and TECHNATION staff meet with senior Canadian federal

government officials and staff to provide clear recommendations on how Government can work with industry to accelerate the implementation of digital government reforms, including procurement, during its annual **Hill Day** event. Participants were divided into three teams that represented three key priorities: Digital Economy, Digital Government and Responsible Technology. TECHNATION collaborated with members to develop positions in each of these areas that encourage the development of programs, policies and investments that need to be made. The day culminated with the *Hill Day Reception*. There, participants met with all representatives of official parties in the House of Commons – and heard directly from Minister of Digital Government, Joyce Murray. These meetings led to a number of important discussions between TECHNATION and senior government officials.

#### Federal Budget

As a crucial element to any advocacy organization, TECHNATION developed its

Submission to the 2020 federal budget process. This work included substantial input from TECHNATION members and was designed around the three key categories of Hill Day. The recommendations included in the 2020 Pre-Budget Submission include:

- Investing in Government's Digital Transformation.
- Adopting Artificial Intelligence and Machine Learning technologies in all ministries of government.
- The Government of Canada must create a culture of lifelong learning in the public service.
- Continued support of R&D in the tech sector through the maintenance of support for educational institutions, tax credits, and partnerships.
- Increase the number of employed highly qualified ICT professionals from 550,000 (2018) to 750,000 (2025), by increasing the average compound growth rate from 2.5 per cent to 4.5 per cent per year.
- The Government of Canada must review its definitions of small, medium, and large enterprises to better support the specific needs of ICT sector start-up and scale-ups.
- Introduce a tax credit for cyber security technologies aimed primarily at SMEs that collect consumer data; conduct R&D – especially funded by taxpayers; and provide goods or services that are important for the physical and economic security of Canadians.





The Pre-Budget Submission process concluded with former Senior Vice President, Government Relations and Policy, Andre Leduc presenting at the House of Commons Standing Committee on Finance on February 6, 2020 to present TECHNATION's recommendations.

## Procurement

Over the past few years, TECHNATION has partnered with the Government of Canada to advocate on modernizing both their IT procurement processes and contracting terms and conditions, to enable Government to successfully leverage technology to execute their Digital Transformation agenda. TECHNATION has continued to call on Government to better engage the tech community earlier in the procurement process, at the outset of procurement discussions, better enabling tech companies to more easily and quickly provide and share industry knowledge and expertise regarding the new technologies and solutions that are being developed and deployed. A few key activities around procurement include:

- Participation in consultations on contracting strategy for professional services (re: Method of Supply Modernization – TECHNATION co-chaired a subcommittee along PSPC) regarding TBIPS/SBIPS/Pro Services);
- Contract Simplification Initiatives;
- Socio-Economic Development Strategy;
- Procurement Process Improvements;
- Establishment of a Cloud Working Group; and
- Launch of CANADA'S DIGITAL MARKETPLACE powered by TECHNATION.

## Executive Briefings

TECHNATION hosted highly attended Executive Briefings in the 2019-2020 fiscal year including:

- Paul Glover, President of Shared Services Canada. Mr. Glover spoke on SSC 3.0 and the department's ongoing strategies.

- Aaron Snow, CEO of the Canadian Digital Service, and Hillary Hartley, Chief Digital Officer and Deputy Minister for Digital Government in the province of Ontario.
- Fillipe Dinis, Bank of Canada COO delivered a keynote address in Toronto on breaking down barriers to address cybersecurity. He then participated on a panel alongside Mohammad Qureshi, Ontario's Chief Information Security Officer, and representatives from the Canadian Cyber Centre and IBM.

## Key Government Meetings

- SSC Innovative Solutions Event: hosted by ISED and SSC, TECHNATION facilitated the opportunity for 20 companies to partake in a strategic planning consultation on December 11 regarding the future of the IT sector and challenges likely to be facing the department.
- Ongoing meetings with Global Affairs Canada to discuss trade policy such as the Canada-United States-Mexico Agreement (CUSMA) and potential taxation.
- Met with the Office of the Privacy Commissioner to provide industry's perspectives on Transborder data flows and PIPEDA modernization.
- Met with senior policy officials from the office of the Minister of Digital Government to speak about the modernization of government services, including legacy data centres, procurement, and Shared Services Canada.
- Met with Ziad Aboutaif, Shadow Minister for Digital Government, to discuss the modernization of government services and the Commercial First policy document.

**TECHNATION has continued to call on Government to better engage the tech community earlier in the procurement process.**





- Met with the Professional Institute of the Public Service of Canada to discuss upskilling the federal workforce.
- Met with and provided input for the Accessible Canada Act (ACA) to PSPC, SSC and the CRTC.
- Met with PMO Director of Policy Tyler Meredith to discuss Commercial First and Digital Government.
- Met with Digital Government Minister Joyce Murray.

### **Public Sector Business Sector Meetings**

TECHNATION hosts both Federal and Ontario PSBC meetings throughout the year. After the pandemic, TECHNATION has also hosted two national PSBC meetings, bringing together provinces and territories from across Canada to discuss their support for the tech industry during and following the COVID-19 crisis and the future digital transformation plans. Some of this year's meetings included:

- Alexander Jeglic, Procurement Ombudsman of Canada, along with reps of Public Services and Procurement Canada on socio-economic procurement and the Vendor Performance Management Framework.
- Marc Brouillard, Chief Technology Officer of the Government of Canada.
- Louis-Paul Norman, ADM at Shared Services Canada on workload migration.
- Fausto Iannialice, Director, Ontario Broadband and Digital Strategy Branch on Ontario Broadband.

## **Ontario**

### **Ontario Budget**

TECHNATION submitted our Ontario Budget Submission on February 11, 2020. This followed a February 2, 2020 in-person briefing in which Vice President Nevin French testified in front of Ontario Finance Minister Rod Phillips in Mississauga, primarily focused on government leveraging new technology to achieve efficiencies. The 2020 Budget Submission was built along the themes of: Digital Government; Digital Economy; and Responsible Technology.



### **Ontario Data Strategy**

This was announced February 5, 2018, with a goal to ensure the province takes steps to better equip for the rapidly expanding era of Big Data. This includes: increasing public trust and confidence; creating economic benefits; and better/smarter government. The proposal included three stages – initiate, propose and refine. TECHNATION met with the Premier's Office to discuss the Strategy and offered to help with their consultation. TECHNATION participated in all three rounds of consultation: online survey; roundtable discussion; final consultation. This also included Ontario Smart Cities: five principles and policy framework guiding development of smart cities. Release of the final Data Strategy has been delayed due to COVID-19 crisis.





## Engagement with Political Officials and Key Thought Leaders

TECHNATION continued its ongoing engagement with the political and official levels, which were ramped up during the COVID-19 crisis including participation in Government of Ontario Industry calls. The key areas of focus continues to be on using tech to improve Government services to citizens. The Ontario Government noted it was pleased with its ability to undertake remote work due to shifting to new technologies, which is a major focus of TECHNATION advocacy work.

Prior to this, TECHNATION:

- Hosted a Ministerial Roundtable with Treasury Board President Peter Bethlenfalvy in early March in Ottawa with a key focus on improving Ontario procurement to allow SMEs to sell into government.
- Hosted a sold-out member-only Fireside Chat event with Ontario's Chief Digital and Data Officer, Hillary Hartley.
- Held an Ontario Virtual Executive Briefing with Victor Fedeli, Minister of Economic Development, Job Creation and Trade of Ontario

TECHNATION has been engaged on Ontario Supply Chain Centralizations. This has been on hold due to COVID-19 but will resume in Fall 2020 with meetings with MGCS officials and ministerial staffers.

**TECHNATION** continued its ongoing engagement with the political and official levels, which were ramped up during the COVID-19 crisis including participation in Government of Ontario Industry calls.







## BUSINESS OVERVIEW

# Industry, Prosperity & Growth



**Focusing on facilitating partnerships that open doors for Canadian scale-ups and small and medium-sized enterprises (SME) while exposing global technology leaders to new innovations and ideas.**

TECHNATION enables a knowledge exchange between industry players big and small to promote professional development and build relationships. We create business-to-business (B2B) and business-to-government (B2G) events to help provide business value and strong and effective collaboration.



In 2019, the Association launched the TECHNATION National Collective. As the leading national, member-driven non-profit tech association, TECHNATION is actively and consistently engaging with businesses and stakeholders across the country. Due to the impact COVID-19 is having across the country, TECHNATION brought together leaders from provincial technology associations across the country in a series of roundtable discussions, to share data, resources and best practices to support small businesses and scale-ups – especially those facing additional hardship due to the pandemic. Now, as a united national collective, our goal is to actively support industry, communities and government

to positively impact these businesses, and ultimately, the Canadian economy.

TECHNATION also formed a partnership with The CIO Strategy Council to advance responsible technology and scale-up national business growth. This partnership aims to advance knowledge, expertise and collaboration among public and private sector CIOs and technology leaders across all sectors of the economy. By working together, the Council and TECHNATION will drive the creation of intellectual capital to advance digital innovation through the identification and delivery of collaborative standards projects, use cases, pilots, and proofs of concepts.

To continue to give our members, government leaders and stakeholders' access to the brightest minds, TECHNATION has developed a database of expert speakers and thought leaders through our Speakers Bureau. The goal is to showcase these national and global speakers for future events and engagements.

### Industry Development Events

On behalf of our members, TECHNATION continues to develop strong B2B and B2G opportunities for our members through our signature events and programs. This year, TECHNATION has redesigned and refreshed its CCIO and CIO events series to reimagine how industry can partner with government.

With the recent COVID crisis, TECHNATION immediately pivoted to virtual forums where government leaders share their COVID-19





recovery plans as well as identify their most pressing needs and challenges to the tech community. These curated forums bring government and industry together to learn

leaders sharing their COVID-19 response and recovery approach as they rebuild government services.

This curated dialogue brought government and industry together to learn how the technology community can provide business value, identify specific opportunities for co-creation and to cultivate a more effective partnership-based approach. We believe that through effective partnerships between the public and private sectors, the goals of the City's Technology Strategy can be achieved.

how the technology community can provide business value, identify specific opportunities for co-creation and to cultivate a more effective partnership-based approach.

### Ontario Government CCIO Event Series

*Recovery, Resilience and creating a BOLD New Vision Together.* This series of programming is a partnership between TECHNATION and Ontario CCIO, Dafna Carr. These curated forums focus on collaboration and co-creation opportunities for government and industry to discuss technology supports and solutions to accelerate government modernization. These events include more than 40 government leaders (including Ontario Ministry CIOs) and more than 200 industry professionals.

### City of Toronto

TECHNATION has continued with its ongoing partnership with the City of Toronto, but in early spring, partnered to offer comprehensive programming focused on post-COVID Response, Recovery and Re-build.

The largest event included *Setting the Stage, a special Re-Imagine the City of Toronto* briefing event with forward-thinking City of Toronto

For the 2020-2021 fiscal year, TECHNATION's Industry, Prosperity and Growth business division will focus on new B2B and B2G events, that look at everything from augmenting public and private sector trust, to implementing collective standards, to creating business cases, pilots and proofs of concepts that lead to Canadian prosperity and growth. TECHNATION will also launch a new Digital Marketplace showcase event that helps companies showcase themselves to others and

## Recovery, Resilience and creating a BOLD New Vision together.



to government virtually, and will include virtual vendor booths, government leaders, SME as well as large enterprise attendees, along with panel discussions, value exchanges and thought leadership opportunities.





## BUSINESS OVERVIEW

# Future Workforce Development



### Ensuring Canada has the skills and talent diversity for growth and prosperity in the digital economy.

#### Career Ready – Providing talent for the workforce: benefiting students and employers alike

TECHNATION had another successful year as a partner in the Government of Canada's *Student Work Placement Program (SWPP)*. Through its Career Ready Program, TECHNATION provided over 1,400 opportunities to students in tech and approximately \$8M in wage subsidies to Canadian businesses, 80 per cent of which are small and medium-sized enterprises.



TECHNATION members continue to be given advanced access to apply for subsidies of up to \$7,000 per student. The Career Ready Program met or exceeded all placement targets for the 2019-2020 fiscal year, including those for underrepresented groups such as women, Indigenous, skilled immigrants, and persons with disabilities.

In collaboration with CEGEP Sherbrooke, TECHNATION supported a pilot for Coexistence Travails-Etudes (CTE) that supports a work-integrated learning program in three years instead of four of a technical

training program. The Pilot essentially reduces the academic requirements by a year and helps ensure more 'hands on experience' is acquired by the end of the program.

TECHNATION and Ryerson University's Diversity Institute are continuing its collaboration on the Advanced Digital and Professional Training (ADaPT) Program. This Program is a skills development and work placement initiative that helps to bridge the employment gap for recent graduates, providing at no-cost over 70 hours of training on professional and digital skills in their transition into technology and digital careers. This past year, the first cohort in Toronto was completed, with approximately 25 per cent of the participants finding work in a challenging labour market. Diversity is also a critical part of this initiative, with racialized minorities, Indigenous, immigrants, and persons with disabilities.

Another key collaboration is the development of online only modules of the program for students, funded by Employment and Social Development Canada (ESDC), which started in June of 2020. Underpinning this is a research project to determine the efficacy of in-class versus online training in preparing these non-tech graduates for tech roles.

#### AI & Cybersecurity Skills Initiative (AICSI)

Cyber risks are the reality for Canadian businesses. Organizations across the country are coping with an increasing number of digital threats. This initiative, funded in part by ESDC, is a pan-Canadian three-year project that involves representatives from multiple levels





of Government, academia and industry, aimed at helping address the Canadian cybersecurity skills gap. In May of 2019, TECHNATION announced the launch of the Cybersecurity Talent Alliance (CTA), from cybersecurity community leaders to help guide this initiative.



*“Canada has crucial competitive advantages, including superior education systems and a skilled and diverse workforce... now more than ever, Canada cannot afford to lose competitive ground in AI research and innovation. We must take action to ensure that every company and Canadian citizen has the resources to leverage and succeed in the AI economy. Failing that, Canada will continue to lose its influence on the world stage.”*

~ **Angela Mondou**, President and CEO, TECHNATION

In addition, TECHNATION created and launched The Canadian Cybersecurity Skills Framework and Cybersecurity National Occupational Standards. Coming late summer 2020 – a Cybersecurity Education Portal (an extensive, country-wide list of cyber-based programs and courses); a Heatmap (listing in-demand jobs, salary offerings, required skills, etc.); and, curated Cyber Job Descriptions

(helping employers find the best cyber talent for their organization).

### **AI Skills Development**

In conjunction with the AICSI, TECHNATION researched the Canadian AI labour market, looking at the workforce development challenges in the face of expanding AI and Machine Learning requirements in the digital economy. In the recently launched Report, titled *Skilling Canadians for Leadership in the AI Economy*, TECHNATION introduced an innovative AI Jobs and Skills Framework that provides a starting point for workforce planning, skills development and labour market analysis. It also includes a roadmap – a series of recommendations – to help employers, educators and governments make informed decisions regarding AI leadership and implementation, workforce development, staffing and training.

### **Business Technology Management (BTM)**

Recognizing the importance of unifying technology and business expertise to support tech adoption across the Canadian economy, TECHNATION continues to support the BTM program. Since its introduction by an industry and academia consortium in 2009, over 3,600 students have participated in the program averaging 1,000 graduates annually. BTM programs are at 20+ universities and colleges across Canada. TECHNATION helped organize and conduct *BTM Talent Mash* events across the country, as well as a National Student Competition where TECHNATION members were able to participate as sponsors, presenters and network with students.





## BUSINESS OVERVIEW

### Health



**Provide members with access to public and private sector leaders, and information and collaborative opportunities. Provide a consolidated voice with local, regional and national governments.**



TECHNATION Health works with its members, governments and other stakeholders to realize the opportunities inherent in the digital health marketplace. This includes acute-care, primary care, home and community care and consumer health. As the voice of the digital health industry in Canada, TECHNATION Health provides thought leadership on how we can improve the health of Canadians while building a robust and dynamic digital health industry that can compete on a global scale.

At the November 27 TECHNATION Health Board of Directors meeting, Greg Hein, Assistant Deputy Minister of Ontario Ministry of Health and Long Term Care's (MOHLTC) Digital Health Division shared the government's Digital Health Strategy, which addresses key goals and engagement strategies, including the Personal Health Information Protection Act (PHIPA) Modernization and the Privacy and Security Framework position paper, being addressed by the TECHNATION Health Advocacy Committee. Based on

this, TECHNATION Health submitted its recommendations on this strategy. In addition, in February of 2020, TECHNATION Health members shared their perspective regarding the Personal Health Information Protection Act (PHIPA) Modernization content with the Ministry as well, which included the collective input from privacy subject matter experts and leaders within our member organizations across Canada. Due to COVID-19, follow-up meetings have been put on hold on both of these recommendations.

Through its Health Advocacy Committee, TECHNATION formed a taskforce to develop a Security and Privacy Framework Paper, that was published in June 2020. Developed in consultation with the TECHNATION Health Advocacy Committee, TECHNATION Health Board of Directors, and privacy and security officers from member companies, the purpose of the Framework is to address the management of privacy and security, which have become priorities for government and business leaders responsible for the protection of sensitive health data and critical health infrastructure. This included ongoing engagement with multiple stakeholders such as the Ontario Ministry of Health, Alberta Ministry of Health, BC Ministry of Health,

**TECHNATION Health works with its members, governments and other stakeholders to realize the opportunities inherent in the digital health marketplace.**





Canadian Centre for Cyber Security and Canada Health Infoway.

TECHNATION was also invited to participate in Canada Health Infoway's review of the digital health standards ecosystem in Canada, to provide recommendations to ensure there is an effective governance model and that the right products and services will be offered - HL7 Canada, IHE Canada and ISO/TC215.

This year, TECHNATION Health was invited to participate in the National Space Health Forum 2019 at CSA Headquarters in November. TECHNATION members will have an opportunity to participate in surveys and discussions around possibilities for Canada's future contribution to deep space exploration initiatives and its benefits for terrestrial healthcare in the future (currently postponed due to COVID-19).

The 2019 Canadian Health Informatics Award was held in Toronto, attracting approximately 500 attendees. Unfortunately, due to COVID-19, the 2020 Canadian Reception at HIMSS in Orlando, Florida was cancelled.

Delivering valuable educational eHealth update sessions, webinars and topic-specific workshops across Canada remains an important focus for TECHNATION Health. Members also publish articles in the industry journal HIM&CC, the official journal of TECHNATION Health and Digital Health Canada, identifying current issues and solutions in the eHealth sector. These articles are also posted on the TECHNATION website and through social media.



**Delivering valuable educational eHealth update sessions, webinars and topic-specific workshops across Canada remains an important focus for TECHNATION Health.**





## BUSINESS OVERVIEW

### TECH4CANADA



Originally conceived as the Responsible Tech Council and launched in the inaugural meeting in March 2020, TECH4CANADA is a collaborative multi-sector council, organized to identify critical technology challenges (prosperity, adoption, modernization, readiness) and to establish action-oriented priorities (common problem set) over a short time horizon of 12-18 months.

Practices initiative, CIO Strategy Council and City of Toronto 'Connected Cities' advisory group, and a Data First strategy.

A subsequent meeting in June pivoted to a virtual format in response to COVID-19. Attended by over 40 delegates, participants discussed the data sharing and supply chain management challenges during COVID and what can be done to address them.

As well, under the auspices of TECH4CANADA, we have also developed an Industry Cybersecurity Best Practices Advisory Group, led collaboration on a COVID Call to Action for cybersecurity in small and medium enterprises and also held an SME cybersecurity best practices event featuring industry experts in May.



The primary activities focus on thought leadership and action-oriented working groups, sub-committees or task forces on issues of importance to Canadian business such as data interoperability and sharing, and cyber readiness. The ultimate goal is a collaboration between government and industry to drive change and accelerate national digital transformation.

The March 2020 kick-off meeting included over 60 delegates from government and industry including expert panels and discussions on the TECHNATION Municipal Cybersecurity Best

**The ultimate goal is a collaboration between government and industry to drive change and accelerate national digital transformation.**





## BUSINESS OVERVIEW DIVERSITY & INCLUSION



### **Develop and recommend measures and initiatives to raise awareness and increase diversity for members, partners and other stakeholders.**

Diversity is not just about gender, race or ethnicity. It must be inclusive of people with diverse perspectives, experiences and ways of thinking. Diversity should foster inclusion and equality, encompassing acceptance and



respect. Given their prominent number in the Canadian labour market, effectively tapping into the supply of well-qualified women, internationally educated professionals, Indigenous People, and Persons with Disabilities will go a long way addressing current and projected labour shortages in the ICT sector, as well as helping companies achieve their competitive goals.

TECHNATION promotes a variety of initiatives to ensure women are more prominently represented in all dimensions of the tech industry. As a champion of diversity, TECHNATION works with industry partners to spearhead initiatives that support “tech savvy and tech positive” learning and career choices for girls and women at strategic points within their development. We do this by:

- Showcasing successful female technology leaders and sharing their learning, advice and guidance with our members;
- Providing a forum for members to share best practices for making female leaders successful;
- Offering a speaker series for women in tech; and
- Hosting global trade missions for female founders and entrepreneurs as they grow and scale their companies and do business globally.

In June 2019, TECHNATION hosted the *ITAC Champions for Change: Male Leaders Supporting Women in Tech*. National Board Chair Kevin Peesker (President, Microsoft Canada), along with TECHNATION Board Directors Xerxes Cooper (GM, IBM Canada) and Glenn Laverty (President and CEO, Ricoh Canada) participated in a panel discussion, addressing how their organizations are activating change, and have made progress increasing female advancement and retention in the tech sector.

Through a partnership with Women in Communications Technology (WCT), TECHNATION continues

**Diversity is not just about gender, race or ethnicity. It must be inclusive of people with diverse perspectives, experiences and ways of thinking. Diversity should foster inclusion and equality, encompassing acceptance and respect.**





to offer the Women in Leadership series, a successful program featuring senior leaders from the Canadian technology industry participating in frank discussions of the issues and challenges that women face in digital industries and successful strategies to address them. This year, TECHNATION and WCT hosted three stellar events:

- “Leadership Lessons from the Judy Project”, featuring readings and presentations from Monique Allen, Executive Vice President, OMERS; Cheri Chevalier, Worldwide Sales Lead, Marketing Solutions, Microsoft; Paula Hodgins, President, HPE Canada and Daria Thorp, President, ACD/LABS, who shared their personal stories as business leaders. The event was moderated by the author Colleen Moorehead, Chief Client Officer, Osler Hoskin & Harcourt LLP.
- “The X Factor: Why the World Needs more Women Leaders” with Katherine Emberly, President of Business, Brand and Communications at Shaw Communications who shared profound and personal lessons about the specific — and indispensable — qualities that she believes female leaders bring to their organizations.
- “A conversation with Nanci MacLean”, the Vice-President, Bell Media Studios, and President of Pinewood Toronto Studios - widely recognized as a dynamic leader and innovator in Canadian broadcasting. The Social co-host Cynthia Loyst moderated.

TECHNATION, in partnership with Ryerson University’s Diversity Institute, is continuing their work to expand the ADaPT Skills Training Program with new pathways into digital roles for graduates with non-STEM backgrounds, and for internationally-educated professionals and high-potential workers without traditional credentials. Funded through the Future Skills Centre, the project will deploy and assess aptitude testing, online learning and competency testing tools, coupled with community-based training for entry-level digital roles.



With TECHNATION’s support, Ryerson University was awarded the Government of Canada’s Future Skills Centre (FSC) in February 2019. FSC will be tasked with disseminating \$365 million in funding over the next six years. TECHNATION is uniquely poised to play a key role at the Centre and help support the Centre’s mandate.

The Future Skills Centre will invest \$1.24M in a two-year skills badging project led by TECHNATION, which explores new approaches to defining digital competencies and creating





(Ryerson University) and Magdalena Sabat (Ryerson University) explain how Canada doesn't really have a system for figuring out where digital technology jobs end and regular jobs begin – and explore how shared definitions of digital skills and careers will be the gateway for policymakers and employers to fill any gaps.

Finally, TECHNATION and the technology sector has an important role to play for people with disabilities and age-related limitations. Tech-based solutions helps to enable access to information, entertainment, education, and employment opportunities. To that end, TECHNATION has submitted into numerous government consultations regarding accessibility, including:

new pathway opportunities into digital roles for non-STEM graduates, internationally-educated professionals, and high potential workers without traditional credentials.

TECHNATION was also named a key supporting partner with the Diversity Institute for the ORF\_RE Bridging the Technology Skills Gap project. This project will examine the ICT skills gap, and the challenges facing women, immigrants, persons with disabilities, and Indigenous people in the ICT sector, to develop innovative policies, practices, and technologies, and to expand the talent pool and advance inclusion.

TECHNATION partnered with Ryerson's Diversity Institute to research and publish a paper on digital skills and identifying pathways to ICT careers for under-represented groups. Digital skills and digital careers are part of every industry's future, yet employers say they can't find workers with the information and communication technology (ICT) skills they need. In this Report, authors Denise Shortt (VP, Industry Development, Diversity and Inclusion, TECHNATION), Brian Robson

- July 2020: Hosted a Workshop with PSPC Canada on the Impact of the Accessible Canada Act (ACA) on Federal Government Procurement.
- May 2020: Provided input to CRTC Consultations on new regulations for the ACA.
- November 2019: Submission to the British Columbia Framework for Accessibility Legislation.
- October 2019: Submission to the Ontario Information and Communications Standards Development Committee's Consultation: Initial recommendations to improve accessibility standards for information and communications.
- TECHNATION remains committed to ensuring there is increased representation of Women on Boards of Canadian companies and we are continuing to add qualified female leaders onto our Women on Boards Registry. Board Diversity and Corporate Governance will be primary advocacy focus for TECHNATION in 2020-2021.





**TECHNATION is committed to encouraging the development of international business development strategies, the exploration of new markets among tech companies and opportunities for members to build relationships and scale business through Trade Missions.**

Over the past few years, TECHNATION has provided an opportunity for more than 50 tech leaders to explore opportunities in the European Market and India. With continued interest for similar missions, TECHNATION again worked with Global Opportunities for Associations (GOA) – now referred to as CanExport Associations – to offer new missions, including an ITAC Health Mission to HIMSS Health 2.0 in Europe (Finland) in June, an ITAC Women-Led Tech Trade Mission to Europe (Portugal) in November.

### **Health Tech Trade Mission to HIMSS Health 2.0**

As part of our commitment to encouraging the development of international business development strategies, and to the exploration of new markets among tech companies, TECHNATION offered its members an opportunity to explore the potential markets across Europe through a health-focused trade mission to Helsinki, Finland in June 2019.

The participants were able to attend the HIMSS and Health 2.0 Conference – where the key areas of focus included: global interoperability crisis; shared decision making and collaboration across borders; the ‘sliver tsunami’; patient-centred care; and genomic data. In addition, through TECHNATION’s work with the Canadian Consulate in Finland, attendees were also able to partake in a site visit to the HUS Helsinki University Hospital – where more than half a million patients receive

medical care annually. They are responsible for providing specialized healthcare for the residents of 24-member municipalities; the treatment of many rare and severe diseases is nationally centralized to HUS; and it is the biggest healthcare provider and the second largest employer in Finland. There, participants gleaned valuable insight into the typical Health IT infrastructure, regional future initiatives intel, procurement processes, and more, across Finland, Scandinavia and Europe.

### **Women-Led European Tech Trade Mission**



TECHNATION continues to be committed to supporting female founders and leaders. In November 2019, we hosted another women-led tech trade mission to Europe with funding support from Global Affairs Canada. Six companies participated in this highly successful mission, designed to help support female founders as they grow and scale their companies and do business globally.



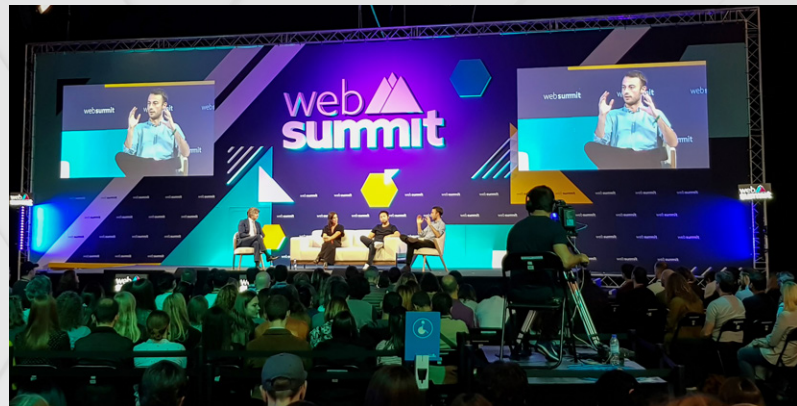


*“The role of TECHNATION was instrumental in supporting and promoting female entrepreneurs during the 2019 Web Summit. The excellent panel discussion on female-led tech businesses they organized in conjunction with the WOW Dinner, successfully portrayed Canada as a leader in technology to an international audience. Thanks in part to TECHNATION’s female tech trade mission, Web Summit organizers announced that the percentage of female attendees at this year’s Web Summit was the highest ever, at 46.3%.”*

*~ Lisa Rice Madon, Ambassador,  
Embassy of Canada (Lisbon, Portugal)*

Two of our delegates were also invited to speak at the 2019 Web Summit Conference, in highly coveted speaker roles. TECHNATION also hosted a well-received Women Entrepreneurs dinner event prior to the conference with over 100 guests in attendance, including the Canadian Ambassador and key members of the Canadian delegation to Lisbon.

The Canadian reception and the Trade Commissioner sessions and activities held on the first day of the mission at Web Summit proved invaluable and offered participants a safe, knowledgeable and instructive gateway to doing business and cultivating strategic B2B and investment opportunities throughout the rest of the week. Attendees have continued to leverage these contacts post mission and now have an increased awareness about the services and expertise that our Canadian trade commissioners offices can provide for Canadian entrepreneurs as they strive to grow and scale their companies internationally.



*“For the Beacon Agency, the goal of the mission was to experience Web Summit – in particular because of the Women in Tech lens – to see the opportunities available and make connections through the various other planned events. ITAC’s strategic partnership with the founder of the Worldwide Network of Women (WOW) Dinner, Isabel van der Kolk, was a key attraction in participating in the mission. The plan for the WOW Dinner was to offer international tech thought leaders provide a comprehensive, informative overview of what it takes to succeed in the tech industry from a variety of perspectives during the third annual event. It was important and beneficial for me to have the chance to moderate the panel that included impressive Canadian women. I was able to profile their successes and have a high-impact conversation that was very well received. Having our Ambassador to Lisbon from Canada attend the dinner as well added to the importance of the evening.”*

*~ Janice McDonald, Founder/CEO,  
The Beacon Agency*





## EVENTS



### **TECHNATION is an association focused on collaboration; it's all about bringing people together to inspire, educate and transform Canada's digital economy.**

TECHNATION members, industry leaders and government officials across the country are encouraged to actively engage, network, and build relationships through events, programs and meetings that enable participants to learn more about the opportunities, trends and challenges impacting the Canadian tech sector and our national economy from an industry perspective.

Many of our events and programs are created to complement and advance our advocacy activities. Our events also provide an opportunity for government leaders to come together for an open and transparent value exchange designed to encourage the sharing of information, opportunities, and IT challenges and solutions between industry and government. In addition, events can also provide a platform to showcase our members' leadership, expertise and successes – and enable dynamic and direct interaction with key decision-makers and industry visionaries throughout the year.

As we look back, we are encouraged by the level of engagement shown by our members across the sector:

- Over 3,534 members and non-members attended our more than 90 events this year, including panel discussions, committee meetings, national conferences, webinars and more, in person and online; and
- More than 5,400 individual members receive our communications – including our event e-Blasts highlighting opportunities to participate in our events, as speakers, panelists, though leaders or as attendees.

TECHNATION events provide an opportunity for members to hear from industry thought leaders on key areas of interest to the tech sector, including many of our priority areas such as cybersecurity, health, talent, procurement and more. Below are some of our key events for the 2019-2020 year – some of which, due to the health pandemic, changed so they could be delivered virtually.

- **Federal Executive Briefings** with Paul Glover, President, Shared Services Canada and Aaron Snow, CEO, Canadian Digital Service & Hillary Hartley, Chief Digital Officer, Ontario Government.
- **Fireside Chats** with Josie Scioli, Deputy City Manager, Corporate Services, City of Toronto and Hillary Hartley, Chief Digital Officer, Ontario Government and Fausto Iannialice, Director, Ontario Broadband and Digital Strategy Branch
- **Cybersecurity Update with Bank of Canada COO**, Filipe Dinis
- Continued with **diversity initiatives** through partnership with WCT with **Women in Leadership Series** and the successful **Male Leaders Supporting Women in Tech** panel discussion.
- **CCIO Executive Briefings** returned after hiatus in December with Corporate Chief Information Officer/Associate Deputy Minister, Ontario Ministry of Government and Consumer Services, Dafna Carr and her team for members to hear first-hand their updates and learn about opportunities and future plans in a fair and equitable manner.





- **Bi-monthly Member Update Webinars** held to give all members the opportunity to check in quickly with our full team to hear about the upcoming activities, programs and events happening.
- A **Responsible Tech Kick-Off** was hosted in March to create a collaborative multi-sector council, to identify critical technology challenges (prosperity, adoption, modernization, readiness) and establish action-oriented priorities (common problem set).
- A new **Re-Imagine the City of Toronto Series** kicked-off in April and will continue with a Setting the Stage virtual event, procurement working group & Procurement Innovation Expert Discussion and Leadership Speaker Series.

## TECHNATION's Marquee Event

### Ingenious Awards and CanadianCIO of the Year Award programs

Each November our members and their guests attend the annual Ingenious Awards Gala. The Program was created in 2011 as a way to showcase the amazing outcomes of Canadians who work in business, government, not-for-profit and other public sector organizations that have helped to build a stronger Canadian economy through the innovative use of technology.

The 2019 edition of the *Ingenious Awards* also featured the winners of the *CanadianCIO*

*of the Year Award*. Presented in partnership with the CanadianCIO Magazine and the CIO Association of Canada, the Awards recognize outstanding CIOs who have demonstrated superlative business and technological vision, and a capacity to drive enterprise transformation and deliver shareholder or stakeholder value.



This year – the event was even more extraordinary as Association President and CEO, Angela Mondou, along with National Board of Directors' Chair, event EMCEE and President of Microsoft Canada, Kevin Peesker, announced the official launch of our new brand name, tagline and logo, with an exciting video launch (click on the image above).

## What's Ahead

With COVID-19, all in-person events had to be moved to virtual platforms to ensure TECHNATION members continue to receive access to industry thought leaders, insightful content and engagement and networking opportunities until the end of December 2020. We will continue to re-evaluate to determine when we are able to begin hosting in-person events for 2021. In the meantime, be sure to look for opportunities around:

- **Tech4Canada Virtual Conference** - TECHNATION on Responsible Technology and Connected Cities – a collaborative *multi-*

CELEBRATING SUCCESS THROUGH TECHNOLOGY

**INGENIOUS**  
GénéUx

■ LA TECHNOLOGIE AU SERVICE DU SUCCÈS ■





sector council has been created to identify critical technology challenges (prosperity, adoption, modernization, readiness) and establish action-oriented priorities (common problem set) and focus for 12-18 months. Virtual fall symposium will be held to discuss nation-wide barriers to technology adoption or growth and through *thought leadership panels*. Date TBD.

- **Digital Marketplace Event** – TECHNATION is working to support our SME membership with a virtual Marketplace to showcase their product or service and encourage partnership with our large enterprise members. This event is to showcase innovation and create impactful B2B and B2GOV opportunities. February 2020.
- **eHealth Breakfast** – Currently on hold, the next eHealth Breakfast will be held with Matthew Anderson, new President and CEO for Ontario Health.
- A refreshed **Ingenious Awards** program in Spring 2021 in terms of award categories, format and location. Once we know it is clear to host a large celebration, we will share the exciting updates.







## Membership



### The key benefits of membership include our advocacy, networking and professional development opportunities.

Members are encouraged to help build the strength of our messaging to advocate for a strong digital society for the benefit of all Canadians. This includes influencing our submissions on policy issues and the legislative process; helping to accelerate innovative tech adoption in all dimensions of the Canadian economy (government, healthcare, enterprise and SME businesses in all sectors) to demonstrate world-class excellence in the use of technology; and creating high-value relationships and business partnerships with industry, academic and government leaders through business and networking events. TECHNATION welcomes the 42 new members who joined the Association this year – and thanks the more than 200 that continue to hold a membership with us!

#### MEMBERSHIP

**2020 MEMBERSHIP  
REVENUE \$1.72M**

**5% NET  
INCREASE!**

**19 Lost Members**

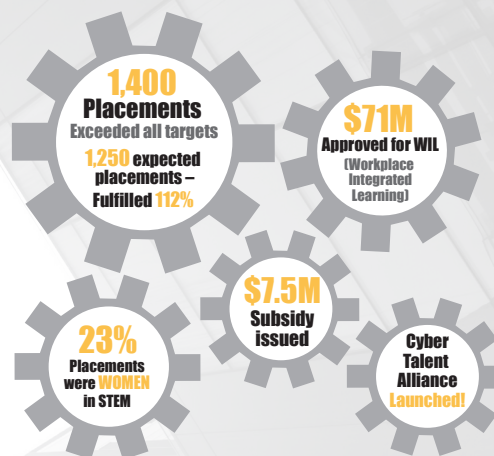


**42 New Members**



**NET GAIN +23 MEMBERS**  
25% INCREASE/CHURN REDUCTION <10%

#### FUTURE WORKFORCE DEVELOPMENT



#### MEMBER ENGAGEMENT

**48 EVENTS**



**3,534 MEMBERS** attended TECHNATION events

**43 COMMITTEE MEETINGS**

**1,261 MEMBERS** attended committee and board meetings

**71 MEMBERS** provided input into white papers and government submissions

**6 Thought Leadership Published**

**5,263 MEMBERS** receive our communications



#### GOVERNMENT ADVOCACY & ACCESS

**44 MEETINGS WITH  
GOVERNMENT OFFICIALS**

#### NEW PROGRAMS



- ▶ Responsible Tech Council Launch (Spring 2020)
- ▶ City of Toronto Re-Imagine Series (May/June)
- ▶ Procurement Working Group (Launched)
- ▶ City of Toronto Procurement Innovation Expert Discussion
- ▶ SME Cybersecurity Best Practices
- ▶ Municipal Cybersecurity Best Practices (Fall 2020)
- ▶ Digital Marketplace – B2B & B2Gov (Fall)
- ▶ TECH4CANADA Council Meeting (Fall 2020)





## Committees, Councils and Working Groups

**TECHNATION's committees, councils and working groups play an important role in connecting TECHNATION members with strategic partner organizations and federal and regional government officials and policy makers. Participants also help direct the activities of the Association through key events and initiatives.**

### **Benefits of participation:**

- Contribute and help grow the industry to the benefit of all Canadian businesses
- Keep current with industry trends, challenges, or opportunities
- Share and gain best practices
- Continue your professional development
- Network with your peers
- Connect with industry leaders, government officials and top educators

To learn more about or to join any of these groups, contact our Director of Membership, **Mariana Kutin Morais** at [mkutin\\_morais@technationcanada.ca](mailto:mkutin_morais@technationcanada.ca) or call 905.602.8345 Ext. 2431.

### **Government & Digital Transformation**

#### **Public Sector Business Committees (PSBC)**

TECHNATION has two Public Sector Business Committees: Federal and Ontario (*details about the Ontario PSBC is located under the "Ontario" section on this page*).

Our Federal PSBC brings together senior corporate business leaders whose companies focus on sales to government. The committee meets monthly to monitor, assess and advise on procurement policies and practices. Government officials are regular participants of the meetings and on developments with ICT procurement initiatives. The committee has councils for large transformational projects, professional services, government relations, telecom, and terms and conditions. These councils consist of interested members and are responsible for reviewing issues and presenting recommendations to government.

#### **Public Policy and Advocacy Committee (PPAC)**

The goal of the Committee is to help guide TECHNATION in bringing its advocacy messaging to the Government of Canada regarding issues standing in the way of Canada achieving a digital economy in Canada. From data strategies, to privacy, tax policies, and legal frameworks, the

PPAC helps develop TECHNATION's positioning to influence Government decision making.

#### **Tax and Finance Leadership Council**

This Council proposes tax changes which will benefit the tech sector. The suggestions from this forum form the basis of TECHNATION's annual Budget submission to the Federal Government. The Forum also provides an opportunity for members to flag issues and to offer their analysis of the current tax climate.

#### **Artificial Intelligence Working Group**

Informs public and private sectors about how adopting AI and related technologies can improve productivity and enable Canada to become more competitive in the global AI landscape. The team will develop a policy paper, events and advocacy engagements to promote AI adoption in Canada.

#### **Training Working Group**

Advocates for re- and up-skilling of the federal public service. In conjunction with the Professional Institute of the Public Service of Canada, develops advocacy materials to encourage the government to invest in training its workforce on the technologies available today and tomorrow.

### **Ontario**

#### **Digital Committee**

Promotes modernization, innovation and digital transformation for industry and government.





### **Ontario Public Sector Business Committees (Ontario PSBC)**

Monitors, assesses and advises on public sector business and government procurement policies and practices in Ontario. It regularly hosts members-only Fireside Chat events that provide unique access to government leaders; as well as bi-annual events with the Corporate Chief Information Officer of the Ontario Government, and several of their CIOs.

### **Entrepreneurship and Innovation Committee**

The Committee recommends and develops programming to encourage the growth and success of our SME members.

### **Ontario Policy and Advocacy Committee**

The Ontario Policy and Advocacy Committee guides TECHNATION in bringing its advocacy messaging to the Government of Ontario, help build relationships and engagement with senior political and bureaucratic leaders and ultimately influence provincially-focused Government decision making. The committee will meet on an ad hoc basis.

### **City of Toronto Joint Working Group**

Re-Activated to address COVID-19 recovery and response efforts, this joint working group brings industry members together with City of Toronto leaders to drive curated innovation and tech-driven solutions that will address procurement pain points; recalibrate processes; increase access to supply chain; and co-create new models for partnering to modernize government and drive citizen-centric solutions.

## **TECH4CANADA**

### **Industry Cybersecurity Best Practices (ICBP) Advisory Group**

Provides leadership and guidance to ICBP activities. There are no formal terms of reference; membership evolves based on needs; and meetings are conducted as required.

## **Health**

### **Health Advocacy Committee (HAC)**

Develops research and position papers that support industry partners as they make their case to various levels of government. Procurement issues are often front and center in committee work.

### **Health Interoperability & Standards Task Force (HISC)**

The mandate of this taskforce is to promote the adoption of internationally accepted standards for technology, nomenclature, data, and interoperability in the health sector; and to ensure our membership's interests are being represented in key areas related to standards and emerging Provincial and Federal regulation.

### **Health Membership and Program Development Committee (HMPDC)**

Develops relevant educational programming and partnership events to address emerging issues in digital medicine and health by bringing together members and potential partners.

### **Health Procurement Task Force (HPT)**

The mandate of this task force is to continually streamline the procurement process of healthcare technology related goods and services in Canada. Healthcare technology encompasses all hardware, devices and software that manage information related to health and wellness.

## **Industry, Prosperity & Growth**

### **Membership Advisory Committee**

Looks at programing that promotes the interests of our members and provides advice on the development and implementation of recruitment, renewal and retention programs.

## **Future Workforce Development**

### **Cybersecurity Talent Alliance**

TECHNATION's Cybersecurity Talent Alliance (CTA) provides national leadership and guidance on the development of a sustainable cybersecurity ecosystem – including the creation of accelerated learning programs, career pathways and collaborative initiatives – to close the talent gap across Canada.

### **HR Forum**

The HR Forum is a peer-to-peer networking group that allows for information sharing and discussion of the latest HR trends, views, best practices, and challenges within the ICT community. An excellent professional development opportunity for HR professionals in the ICT industry, meetings are typically roundtable and supported by peer and expert presentations in an informal and privileged platform environment. You can also earn re-certification points for your CHRP (Certified Human Resources Professional) and CCP (Certified Compensation Professional) designations by attending the TECHNATION HR Forum meetings.





# TECHNATION Leadership Team

## President and CEO's Office

**Angela Mondou**, President and CEO  
**Cat MacDonald-Haylock**, Chief of Staff  
**Magda Fava**, Executive Assistant  
**Janet Tite**, Events and Logistics Co-ordinator  
**Stephanie Vizinho**, Member Data Administrator

## Accounting and Finance

**Owais Khalid**, Director

## Communications

**Janet Gibson Eichner**, Director  
**Katerina Kramble**, Digital Marketing,  
Communications and Social Media Specialist

## Events and Program Development

**Christine Leonard**, Director  
**Charlotte Macaulay**, Events Manager

## Future Workforce Development

**Randy Purse**, Vice President  
**Sandra Campbell**, Senior Program Director,  
Cybersecurity  
**Brett Hotas**, Senior Program Manager, Career  
Ready  
**Savio Cardozo**, Senior Project Manager  
**Patricia Robb**, Coordinator, Career Ready  
Program  
**Tim Sidock**, Events Specialist

## Government Relations, Policy and Digital Transformation

**Andre Leduc**, Senior Vice President  
**Nevin French**, Vice President  
**Andrew Walker**, Senior Policy Analyst

## Health

**Elaine Huesing**, Executive Director  
**Susan Anderson**, Senior Policy Advisor

## Human Resources

**Janice Hall**, Director

## Industry, Prosperity and Growth

**Denise Shortt**, Vice President, Industry  
Prosperity and Growth, Diversity and Inclusion  
**Dwayne Cormier**, Director

## Membership

**Mariana Kutin Morais**, Director







# TECHNATION Boards of Directors

TECHNATION is governed by a National Board of Directors comprised of elected members, responsible for overseeing the strategic direction of the Association. There are also two other TECHNATION Boards of Directors – the Ontario Board of Directors and the Health Board of Directors. They, like the National Board, are responsible for articulating the Association's mission, accomplishments, and goals to the public and for garnering support through advocacy.

## National Board of Directors

The TECHNATION National Board of Directors sets the Association's strategic direction by establishing policies and goals to guide the chief executive and other leadership, and contributes to its direction, success, and growth.

### Executive Committee

**Kevin Peesker**, Chair, President, Microsoft Canada

**Angela Brown**, 1<sup>st</sup> Vice Chair, President and CEO, Moneris Solutions

**Susanne Flett**, President, Healthtech Consultants

**Glenn Laverty**, President, Ricoh Canada

**Colin McKay**, Head, Public Policy and Government Relations, Google Canada

**Johanne Senecal**, Senior Vice-President, Federal Government and Regulatory Affairs TELUS Corporation

**Claudia Thompson**, Managing Director Health & Public Service and Managing Director, Inclusion & Diversity, Accenture Canada

**Mary Ann Yule**, President and CEO, HP Canada

### Directors

**Jeremy Auger**, Chief Strategy Officer, Desire2Learn

**Xerxes Cooper**, General Manager, Global Technology Services, IBM Canada Ltd.

**Michael Crook**, Senior Vice-President, Product Marketing, Altus Group

**Vince De Palma**, President and CEO, Softchoice Corporation

**Jon Dermott**, Vice-President, Sales, Dell EMC Canada Commercial

**Ed Galasso**, Vice-President and General Manager, Tech Data Canada Corporation

**Eric Gales**, Country Manager, Amazon Web Services

**Denis Gaudreault**, Country Manager, Intel of Canada, Ltd.

**Lars Goransson**, Managing Director, IDC Canada

**John A. Hill**, Chief Information Officer, Rogers Communications Inc.

**James Hupp**, Vice-President and General Manager, CDW Canada

**Wayne Karpoff**, President, Willowglen Systems Inc.

**Dan Madon**, Managing Director, Cisco Canada

**Robert Malcolmson**, Senior Vice President, Regulatory Affairs and Government Relations, BCE Inc.

**Colin McIsaac**, Executive Director, Lenovo Canada

**Mario Meroni**, Area Vice-President, Oracle Canada

**Jim Muzyka**, Chief Operating Officer, Bridgeable

**Soumen Roy**, Country Head, Tata Consultancy Services

**Lynn Smurthwaite-Murphy**, President and CEO, StarTech.com

**Andrea Stairs**, General Manager, eBay Canada and Latin America

**Irene Zaguskin**, CIO, Enercare Inc.





## Ontario Board of Directors

The TECHNATION Ontario Board of Directors sets the Association's strategic direction by establishing policies and goals to guide the chief executive and other leadership and helps drive TECHNATION's digital agenda. Key areas of focus include digital modernization and transformation, including addressing innovation, progressive technologies, service transformation and talent development.

### Executive Committee

**Dave Telka**, Chair – Managing Director, Health & Public Service Practice, Accenture

**Paul Crow**, Vice Chair, CEO, Symbility Intersect

**Karen Franklin**, 2<sup>nd</sup> Vice Chair, Principal, Karen Franklin Consulting



TECHNATION<sup>CA</sup>

### Directors

**Robert Agostino**, Vice President, Engineering and Business Development, Hydro One Telecom

**John Bauer**, Director, Ontario Public Sector Practice, PricewaterhouseCoopers

**Ian Davidson**, Management Consulting Executive Lead, Deloitte LLP

**Michael Di Verdi**, Director, Ontario Public Sector, TELUS Corporation

**Mustafa Ebadi**, Chief Operating Officer, SOTI

**Jeremy Erlick**, Vice-President Sales, Central Region, Compugen

**Dennis Hofmann**, Regional Sales Director, Major Public Accounts, Dell Canada

**Renee Lalonde**, Vice President Sales & Country Manager, CA Technologies

**Sean Pinney**, Director, Consulting Services, OPS, CGI

**Steve Proctor**, Vice President Marketing and Communications, ITWorld Canada (ITWC)

**Craig Taylor**, Client Executive, Channels, Lenovo Canada

**Graham Watt**, Director, Ontario Public Sector, Microsoft Canada

**Regan Watts**, Government and Regulatory Affairs, IBM Canada





## TECHNATION Health Board of Directors

The TECHNATION Health Board of Directors sets the Association's strategic direction by establishing policies and goals to guide the chief executive and other leadership, and contributes to the direction, success, and growth of TECHNATION Health, which is working to improve the delivery of healthcare for Canadians.

### Executive Committee

**Susanne Flett**, Strategic Advisor, Healthtech Consultants

**Dave Thomas**, Vice-Chair, Vice-President, TELUS Health

**Gary Folker**, Past Chair, Senior Vice President, Canada, Orion Health



TECHNATION<sup>CA</sup>

### Directors

**Al Amiri**, Regional Vice President, Western Canada Public Sector, Cisco Canada

**Charles Aram**, Lead, Digital Health Practice, Deloitte

**Aaron Berk**, Partner, Digital Health Advisory, KPMG Canada

**Michael Checkley**, President and CEO, QHR Technologies

**Ian Fish**, Partner and Canadian Healthcare Leader, IBM Canada

**Ron Dunn**, Health Lead, Mckesson Canada

**Paula Hucko**, President, Goldcare

**Catherine Hunter**, Director, Consulting, PwC

**Peter Jones**, Industry Lead, Canadian Healthcare, Microsoft Canada Co., Microsoft Canada

**Glenn Lanteigne**, CEO, Tectonic Advisory Services Inc.

**John Lee-Bartlett**, Country Director, Allscripts Canada

**David Mosher**, Vice President, Logibec

**Jane Park**, Manager, Design Strategy, Bridgeable

**Sandy Penn Whitehouse**, CEO, Tickit Health

**Garth Reid**, Senior Strategist, Enterprise Portfolio, HP Enterprise Services

**Kyle Schilke**, AWS Professional Services, Amazon Web Services, Healthcare Sales Lead Canada

**Jim Shave**, President, Cerner Canada

**John Sinclair**, President, Novari Health

**Michael Whitt**, Partner, Bennett Jones LLP





**TECHNATION<sup>CA</sup>**

**JOIN TECHNATION  
TODAY AND ENJOY KEY  
MEMBER BENEFITS**

- ▶ Access to government and business intelligence
- ▶ Partner with Government to provide business value and influence digital acceleration
- ▶ Manage risks through sharing in committees
- ▶ Network for business development
- ▶ Grow and scale your company
- ▶ Access latest tech trends, best practices and thought leadership
- ▶ Access to markets and talent, through funding opportunities
- ▶ Showcase your solutions and services to government and industry

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