



**Presentation to City of Markham
September 11, 2012**

**Jeremy S. Laurin
President and CEO**

ventureLAB Mission Statement

To be the leading Regional Innovation Centre in North America as measured by the economic impact of support programs and services that target technology based entrepreneurs starting and growing global enterprises.

ventureLAB Vision Statement

Our mission will be realized through our BUILD program framework which helps technology entrepreneurs **B**egin, Ed**U**cate, **I**nvest, **L**aunch and Expan**D** global enterprises. BUILD's success will be measured through meaningful job creation, sales expansion, and other key metrics essential to be the leading Regional Innovation Centre in North America. Through ventureLAB, York Region will be recognized as a global leader in the ICT and Life Sciences sectors and a hub for multinational enterprises that value locating in a vibrant and robust community of technology oriented entrepreneurs with a second-to-none infrastructure and support system.

Ontario Network of Excellence (ONE)

COMMUNIT**TECH**

WE·tech
A L L I A N C E

nGen
niagara interactive media generator
niagara interactive media generator



ventureLABTM

Mentoring, Partnering, Connecting



techalliance
the catalyst for growth



Investir
Ottawa



ric Research
Innovation
CENTRE Commercialization



Northern Technology Alliance



ventureLAB is a member of



What is the **BUILD** Program

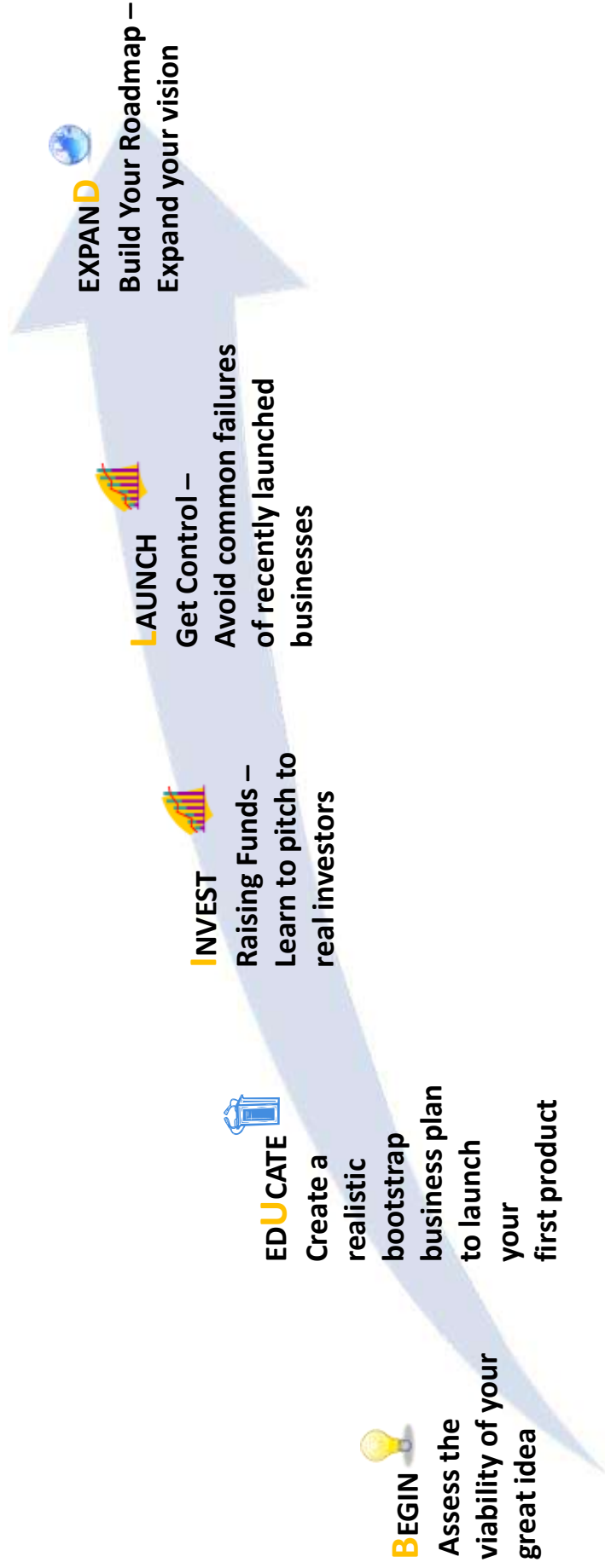
BEGIN → **E**D**U**CATE → **I**NVEST → **L**AUNCH → **E**XPAN**D**

BUILD is a suite of boot camps delving into each level of business requirement starting with the initial “idea” all the way through to expansion. Each session will empower participant companies to enhance their entrepreneurship capacity which will ultimately increase their bottom line.

BUILD works in conjunction with our EIR/Mentor Program.



ventureLAB - BUILD Enterprise Capacity -- Overview



Enterprise Capacity Ecosystem

Goals and Outcomes

BUILD Goals

- Building more successful companies in York Region
- Building a strong York Region investor network
- Building an ecosystem amongst all stakeholders

BUILD Outcomes

- 2011 Money Chase
 - 18 presenters
 - 4 follow on Angel and financial institution connections

In 2011 (Year One) ventureLAB worked with over 300 companies...

Location: 115 from York Region, 47 from Markham!

Size:

Total Employees	287
0-9 Employees	
10-20 Employees	18
21 and over	12
Total	317

Sector:

Materials and Advanced Manufacturing	82
Green Energy Technologies	18
Environmental - Water Technologies	41
Digital Media and ICT	138
Agriculture	3
Advanced Health Technologies	35
Total	317

2011 clients served: 35% ahead of plan

2012 clients served (projected): 25% ahead of plan



Mentoring

PatientUay[®]

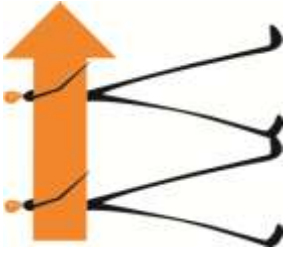
Patientway provides an easy to use self serve registration kiosk and check-in process, hospitals gain significant time and cost savings, while increasing patient and staff satisfaction.

We make it easy for patients to participate – that is what we do.

“ventureLAB has been critical to helping Patientway engage with York Angel Investors, local hospitals and increasing our visibility with the ICT cluster in Markham, namely IBM.”

***- Jay Lawrence-CEO, Patientway
Ottawa, ON***

** Expansion underway at the MCC, mid term plan relocate to Markham*



Partnering



The **Workoptics** software suite provides **scheduling, time and attendance**, and **performance evaluation** software for groups of employees of any industry. **Workoptics** facilitates schedule generation, real-time shift management, and workforce data analysis and reporting, in compliance with facility requirements.

“ventureLAB was the springboard that enabled us to raise \$1 million, reorganize, expand and create new partnerships, relationships and opportunities.”

- Dr. Rob Horvath, Rosterware Inc.

Toronto, ON



Connecting

HandyAudit®
intelligent hand hygiene
auditing system



by
HandyMetrics
CORPORATION

HandyMetrics Corporation is a health software services and technologies company founded to commercialize new, innovative hand hygiene technologies developed in the research labs at the University Health Network.

“ventureLAB has been crucial to our growth. Its networking opportunities and strong advisory services helped to grow our client base to 100 hospital sites in Canada and abroad in 1.5 years”

- Michael Tsang, HandyMetrics Corporation
Toronto, ON

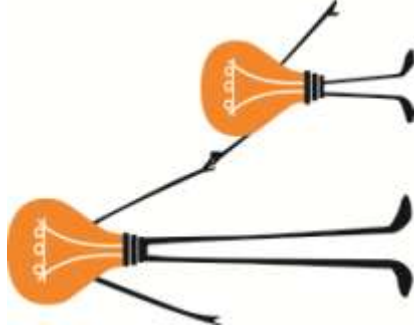
** 2012 expansion planned to MCC*



New in 2012 (Year Two)

ventureLAB Genesis

Program Funded by IRAP



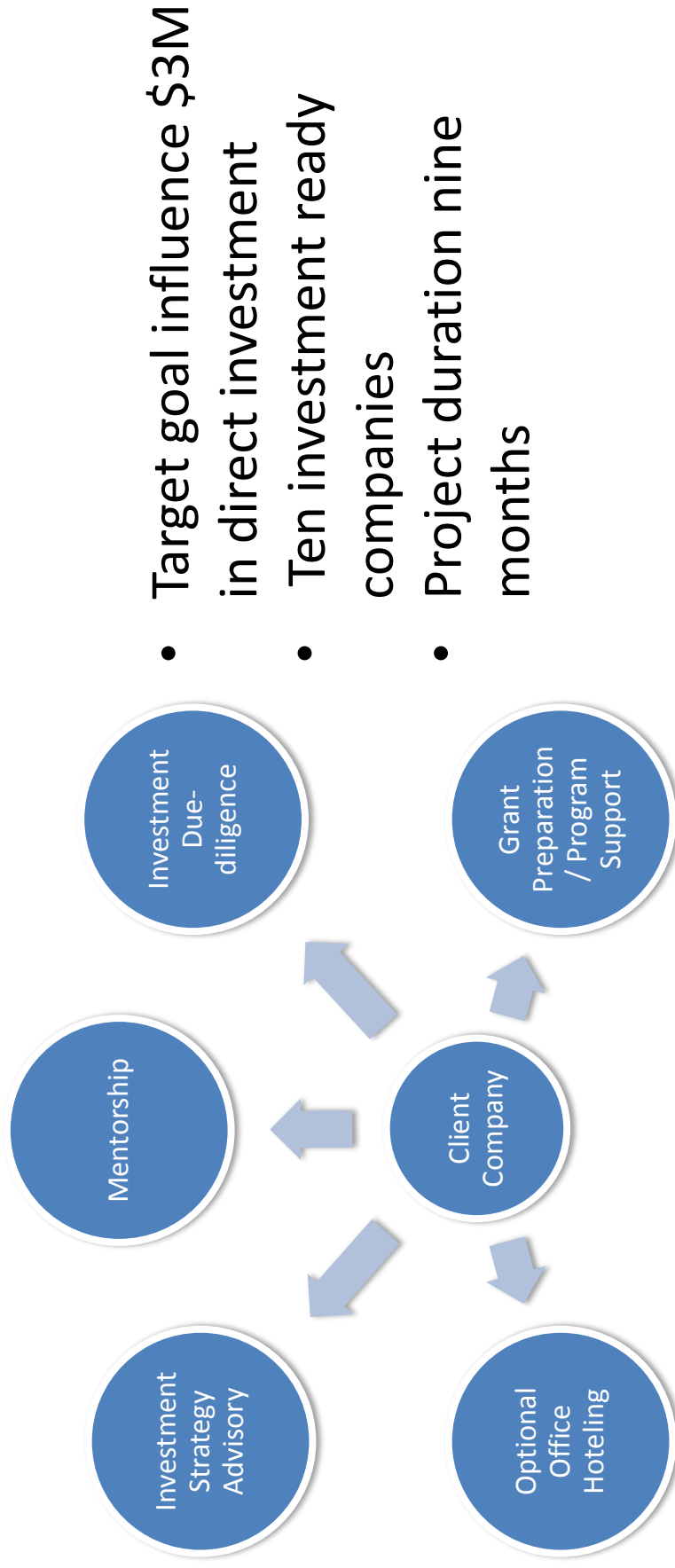
What is ventureLAB Genesis?

A funding discipline for a startup ecosystem. The GENESIS Investment Project strives to become a leading not-for-profit catalyst for early stage investments in the province of Ontario.

Project Objectives:

- To facilitate REAL investment outcomes on the part of clients in the program
- To originate and assist in finding great investment opportunities for members of the early stage investment community
- To bring great companies into the MCC
- To elevate the profile of Markham/York Region
- To elevate the profile of ventureLAB

Genesis Service Breakdown



- Target goal influence \$3M in direct investment
- Ten investment ready companies
- Project duration nine months

In 2012....

May

- **OCE Discovery Conference**, largest regional presence at Ontario's largest innovation conference
- **StartUp Canada Town Hall**, hosted at **MCC**, opened by Mayor Scarpitti, most successful town hall nation wide

June

- **York Region Import & Export Conference**, supported by City of Markham, Richmond Hill, Vaughan and all four small business centres
- **MedEdge Summit**, 31 / attendees, up 120 people yr over yr
- **ventureLAB AGM**, 75 in attendance, strong support from all levels of Government, industry and academia



**MARKHAM SMALL
BUSINESS CENTRE**
HELPING SMALL BUSINESS GROW

Richmond Hill
SBEC
Small Business Enterprise Centre



ysbec
yorksmallbusiness
enterprise centre



ventureLAB is a member of
MOIE
ontario network of excellence

ventureLAB 2012 Strategic Priorities

Strategic Priority 1: Implement the ventureLAB B-U-I-L-D program

ventureLAB has created a suite of programs and boot camps tied to the concept of building enterprise capacity SME's within York Region.

Strategic Priority 2: Build the Markham Convergence Centre Hot House

Pillar tenants have forged strong working relationships built on the spirit of collaboration and share a vision for creating a Hot House for starting talented medical device companies in Markham.

- York University
- York Technology Alliance (YTA)
- Markham Small Business Centre

Strategic Priority 3: Build a Capital Procurement Model for the MCC Hot House

Working first with IBM and the three regional hospitals (Markham Stouffville Hospital, Mackenzie Health and Southlake Regional Health Centre) ventureLAB will build a methodology to create the first successful healthcare directed procurement system from a provincial incubator.

- Attend trade mission to Helsinki Finland
with Dr. Dave Williams

ventureLAB Financial Status

- Concluded first year Annual General Meeting with a clean audit and strong balance sheet, accepted unanimous by all Standing Members
- MEDI ONE program contract renewal March 2013
- Increased York Region investment yr over yr \$80K
- Increased IRAP investment yr over yr re; 'Genesis' \$125K

Critical to ventureLAB future success and longevity will be continued financial support from City of Markham



ventureLABTM

Mentoring, Partnering, Connecting

Thank you

Jeremy Laurin
President and CEO

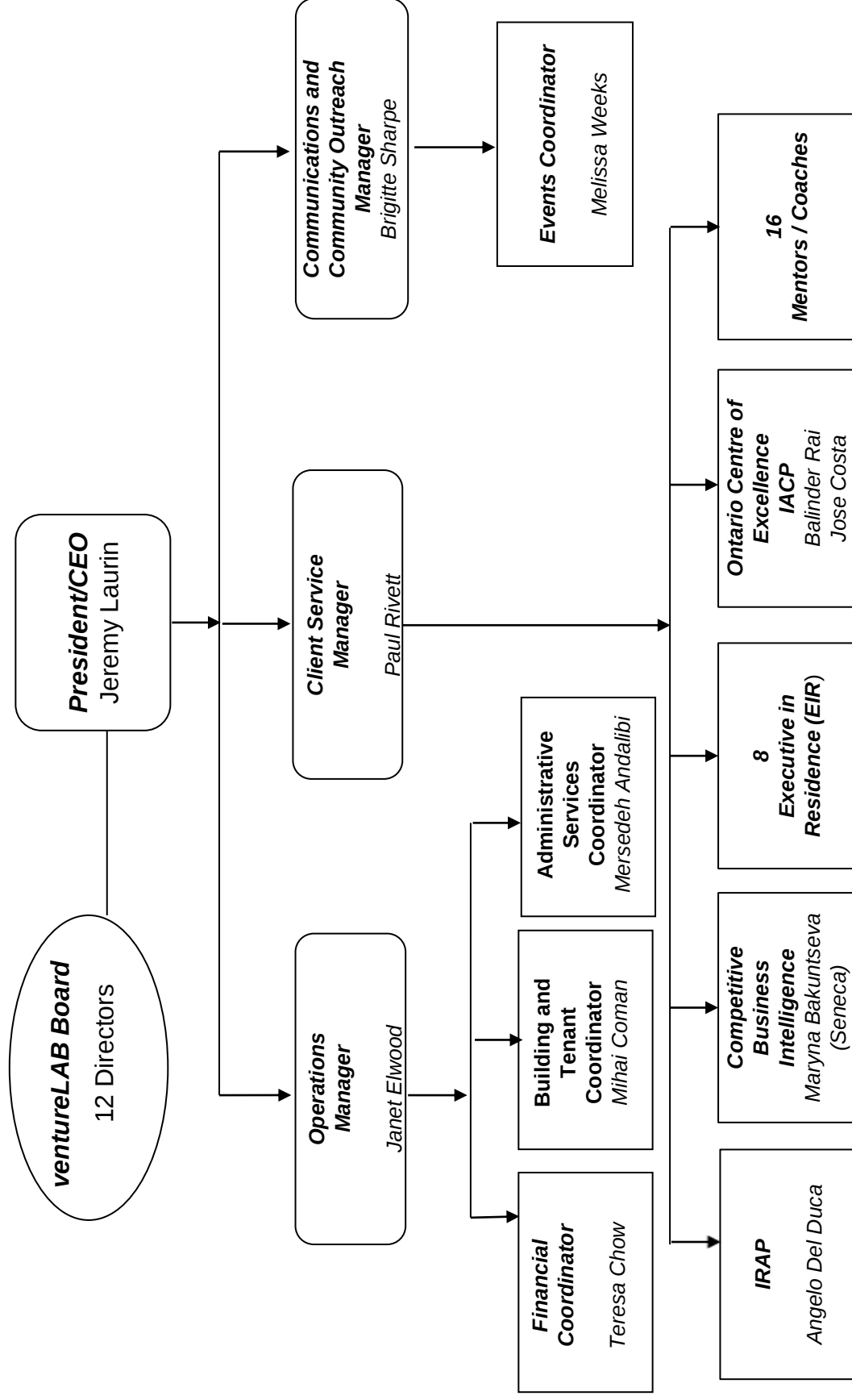
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Appendix

ventureLAB Board of Directors

<i>Name</i>	<i>Title</i>	<i>Organization</i>	<i>Location</i>	<i>Sector</i>	<i>type</i>
Doug Lindeblom	Director of Economic Strategy	Regional Municipality of York Markham-Stouffville Hospital	Newmarket	Gov't -R	standing seat
Janet Beed	CEO		Markham	Hospital	standing seat
Robert Haché	VP Research & Innovation	York University	North Toronto	Academic	standing seat
Stephen Chait	Director Economic Development	City of Markham National Angel Capital Organization	Markham	Gov't - M	standing seat
Andrew Wilkes	Chair		Ontario	Assoc	Association
Brad Ross	VP Corporate Dev	Robinson Solutions Inc.	Richmond Hill	SME	Industry
Gailina Liew	CEO	GeneNews Information Technology	Richmond Hill	SME	Industry
Karna Gupta	President and CEO	Association of Canada (ITAC)	Ontario	Consultant	Association
Kris Shah	Vice-President	Baylis Medical	Mississauga	SME	Industry
Peter Pekos	CEO	Dalton Pharma Services	North Toronto	SME	Industry
Scott MacCannell	President	York Angels Investors Inc.	Vaughan	SME	Industry
Stephen Pollack	Founder	InsideSpin	Ontario	SME	Industry

ventureLAB Organization



ventureLAB Resources

- 8 Executives in Residence (EIR) – Senior advisors that bring a range of industry and sector experience
- 16 Mentors/Coaches - support used in addition to EIR program
- Ontario Centres of Excellence – Industry Academic Collaboration Program (2 BD's co-located)
- MaRS - Business Acceleration Program (BAP)
- Professional Service Network – list of lawyers (IP, business issues etc., SR&ED tax specialists, accountants)
- Peer to Peer Meeting – Executive meetings run by peers for peers.
- York Angels

ventureLAB Executives in Residence

John Arnott, IDSA - John started The Arnott Design Group Inc. in 1972. ADG grew to become Canada's largest high-technology Industrial Design firm growing to become a multi-disciplinary consultancy helping large, medium, small firms develop and implement winning strategies through to commercialization.

Jane Gertner – Jane trained at Unilever as a Global Marketer, launching and growing international brands in North America, and expanding successful Canadian products world-wide. As President of an operating division of George Weston Ltd, Jane executed a complete financial and operational turnaround, divesting the company at a significant multiple.

Terry Graham - Throughout his extraordinary career in business, Terry has been a pioneer in high technology, notably as CEO of Image Processing Systems (IPS); Terry led IPS from annual revenue of \$117K to \$30M over a five year period. Recognized by PROFIT 100 for Terry's outstanding leadership achievement, IPS became Profit Magazine's number 1 pick of Canada's fastest growing companies in 1998.

ventureLAB Executives in Residence

Agnes Haak, Ph.D - Agnes has worked in a wide range of industries such as telecommunications, pharmaceutical, retail, and IT. Her 20+ years of international experience is based on strategic planning, organization development and change management.

Robert (Bob) W. Ross - Bob is an executive with a successful leadership record and experience in operational, financial and human resource management. Bob spent almost 20 years in senior management in the retail sector with Shoppers Drug Mart. Bob excels in strategic planning, business strategy, operational and financial management.

Ronald Smith - As CEO or Chairman of the Board of public companies in the technology industry, Ron led several organizations to successful turnarounds. With eighteen years of leadership experience with Vicinity Corporation, Beyond.com, Merisel North America, NCR and Honeywell Information Systems, his specialty was driving increased revenue, profit, and shareholder return.

ventureLAB Executives in Residence

Dan Wasserman - Dan spent eleven years working in the Greater Washington DC area. While there he ran business development for several high tech companies before becoming the Executive Vice President of AdZone Inc. Dan dealt with top Pentagon officials and senior law enforcement (including the Joint Terrorism Task Force) ultimately leading to AdZone becoming a finalist for the “Innovation of the Year Award” at the 2006 International Association of Chiefs of Police (IACP) convention. Dan also forged strategic partnerships with such companies as Raytheon, Sarnoff, and Boeing.