

#### **TABLE OF CONTENTS**

Message from National Board of Directors Chair	3
Message from TECHNATION President & CEO	4
About TECHNATION	6
Government Relations & Policy	7
TECH4Canada	11
Industry, Prosperity & Growth	16
Health	19
Future Workforce Development	22
Events	29
Membership	31
TECHNATION Leadership Team & Boards of Directors	33

#### **MESSAGE FROM National Board of Directors Chair**



As we reflect on the dynamic landscape of 2023, characterized by geopolitical tensions, economic uncertainties, and rapid technological advancements, it is evident that embracing volatility while

promoting resilience through technology is paramount for Canada's prosperity.

As the newly instated Chair of TECHNATION's National Board of Directors, I am honoured to help lead our efforts in navigating these challenges and harnessing the power of innovation to propel our nation forward. As well, I am committed to supporting the needs of TECHNATION members and focusing attention across all areas that align with their goals.

The adoption and implementation of artificial intelligence (AI) stand as crucial pillars in fortifying Canada's position within the local and global economies. Al's transformative potential transcends industries, offering unparalleled opportunities for efficiency, productivity, and innovation.

TECHNATION recognizes the importance of striking a balance between fostering Al innovation and safeguarding ethical standards and privacy rights. Collaborative efforts with governmental bodies are essential to establish robust frameworks that ensure

Al technologies are deployed ethically and equitably, fostering trust and confidence in their application. In 2023, we witnessed a significant surge in Al adoption across various sectors, revolutionizing traditional practices and unlocking new possibilities. From predictive analytics optimizing supply chain management to Al-driven customer service enhancements, businesses across Canada are leveraging Al to gain a competitive edge in an increasingly digital landscape.

Amidst workforce disruptions and talent shortages, TECHNATION remains steadfast in its commitment to nurturing a skilled and diverse workforce equipped to thrive in the digital age. Through initiatives such as Future Workforce Development programs, career fairs, and inclusive hiring practices, TECHNATION is bridging the gap between industry demands and talent supply, ensuring Canada remains a hub for technological innovation and expertise. The impact of these programs is seen first-hand through the value derived by TECHNATION members and the prosperity of TECHNATION as a whole.

The reverberating effects of the global pandemic continue to underscore the urgency of embracing technological solutions to navigate uncertainty and build resilience. TECHNATION advocates for the strategic integration of Al-driven technologies to enhance adaptability, agility, and sustainability

across sectors. By harnessing the power of Al-enabled insights, businesses can make informed decisions, mitigate risks, and seize opportunities in an ever-evolving landscape. In addition to Al, TECHNATION remains dedicated to supporting advancement of technologies across sectors that support the economic success and development of its members.

Looking ahead, TECHNATION continues to be committed to championing Canada's technology sector as a catalyst for economic development and societal advancement. A key focus remains on active engagement with members to leverage the broad network and tailored resources that foster economic growth and opportunity. By embracing volatility and leveraging technology as a tool for resilience, we are paving the way for a prosperous future, where Canada's innovation ecosystem thrives on the global stage, creating jobs, driving competitiveness, and shaping the industries of tomorrow. Together, let us seize the opportunities that lie ahead. harnessing the transformative potential of technology to build a more prosperous and resilient future for all Canadians.

#### **MARY ANN YULE**

TECHNATION National Board Chair President & CEO. HP Canada



#### **MESSAGE FROM TECHNATION President & CEO**



2023 was a pivotal year for TECHNATION and the technology sector as a whole. The explosion of generative AI (GenAI) via ChatGPT in late 2022 took the world by storm; for TECHNATION, that meant adapting to the

landscape to facilitate crucial public-private sector dialogue with respect to government awareness and action to accelerate responsible Al adoption, which has rapidly become a lagging indicator of Canada's economy.

Underscoring the importance of our mission to enhance the significant contribution that technology can make to Canada's economic prosperity and global competitiveness, in 2023/24 we initiated an intentional strategic re-alignment with our members' rapidly evolving GenAl priorities, now a dominant global theme.

In preparation for Canada's 2025 G7
Presidency, TECHNATION has engaged
as a strategic partner of the global TECH7
collaboration with technology associations
from G7 countries. This collaboration ensures
that G7 Digital Ministers are presented with

a powerful and unified Joint Declaration that represents the most prescient issues, policy recommendations and best practices with respect to AI, cybersecurity, and data governance.

In February, we kicked off an Al call-to-action with the launch of our Al4Canada campaign through an Al Strategic Knowledge Exchange (SKE) roundtable. The SKE facilitated dialogue with key government officials and technology executives from a select group of members. Recommendations will be integrated into TECHNATION's inaugural Al4Canada Summit and Al roadmap, with key themes focused on responsible Al adoption, talent and upskilling, and sustainable procurement.

We also take pride in the impact our programs have had over the past year:

- Continued to advocate for the most pressing issues affecting the Canadian tech sector and our economy, including advocacy on behalf of members regarding the Government of Canada's Al and Data Act (AIDA).
- Fostered B2B and B2G opportunities for our members through signature events to advance dialogue on innovation, citizencentric digital solutions, and accelerating government modernization.

- Drove the advancement of digital health solutions through advocacy and collaborative initiatives, and spearheaded efforts to drive the creation and execution of a national data interoperability and digitalization action plan.
- Bridged talent and skills gaps and cultivated the future workforce, including supporting 3,479 work placements for Canada's workforce, and forged career pathways into the tech sector for underrepresented groups through our DEI and Reconciliation initiatives to build a more equitable workforce.

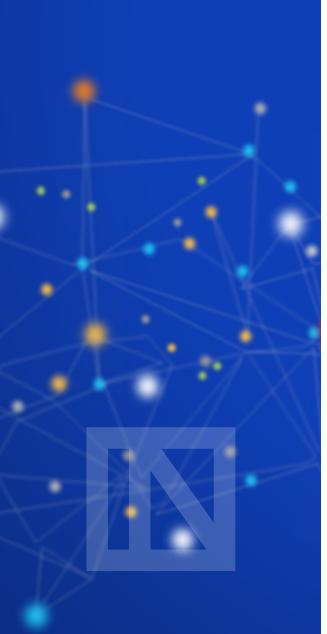
Looking ahead to the remainder of 2024, we strive to play a key role in continuing to advocate for Canada's tech sector and accelerating Canada's responsible Al adoption and governance strategies, practices, and regulations on behalf of our members. We are confident that our tailored programming and the value it brings to our members will be a key driver in fostering Canada's economic resilience.

#### **ANGELA MONDOU**

**TECHNATION President & CEO** 



## **ABOUT TECHNATION**



### Unifying Technology, Government and Community for Canada's Future

TECHNATION proudly represents technology companies nationwide, who are changing the world! Our members represent world-class innovators, disruptors and creative-thinkers in Canada's tech industry.



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



To enhance the significant contribution that technology can make to Canada's economic prosperity and global competitiveness. This will be achieved through the:

- Robust adoption of tech across all sectors
- Increasing tech talent, skills and diversity in all sectors
- Acceleration of government modernization

**To learn more**, please visit technationcanada.ca/en/our-vision-and-mission/



LEAD INDUSTRY/
GOVERNMENT
COLLABORATION FOR
CANADA'S FUTURE



INDUSTRY,
PROSPERITY
& DEI



FUTURE WORKFORCE DEVELOPMENT



HEALTH



TECH4CANADA CYBERSECURITY AI4CANADA





#### **OUR MANDATE:**

### Influence government to affect change

- Reduce friction between government and industry.
- Drive change in key government areas (e.g., procurement process improvements, policy).
- Government and industry co-creation (e.g. agile procurement).

## Impactful Government Collaboration

In fiscal year 2023-24, Government Relations and Policy's (GR&P) true collaboration with the Federal and Ontario governments remained steadfast as we fostered cooperation between our industry members and government officials towards **co-creating frameworks** and policies that are critical to digital service delivery to citizens.

We continued to advocate for advancements in procurement modernization, implementation of cybersecurity measures to protect the welfare of our citizens and

business, and recognition of the role the tech sector plays in our economic prosperity.

In support of our mission to help the federal government revamp procurement, TECHNATION's **Industry Day 2023** held in September brought together government representatives and tech industry leaders, fostering collective efforts to address procurement challenges and propose optimized solutions for public sector purchasing.

The event facilitated discussions on crucial topics including sustainability, upskilling, services, industry engagement, governance,

supply methods, diversity, and terms and conditions.

Comprehensive recommendations proposed actionable measures across the eight topics to collectively address challenges, enhance collaboration, and foster innovation within Canada's government procurement landscape. The event was a testament to what Canada's tech sector and government can do together to modernize the current procurement framework with practical measures that achieve value for citizens and the public sector.

## Affecting Change in Government Purchasing

The latter part of this fiscal year saw major changes in federal government strategies and purchasing policies having a grave impact on our industry members. In June, a federal review of Consulting Firms was launched due to the inquiry around McKinsey contracting with Canada. In November. Shared Services Canada (SSC) together with the Treasury Board Secretariat (TBS) announced Cloud Strategy 2024, centralizing cloud under SSC, introducing new procurement vehicles, and eventually eliminating the Cloud Framework Agreement that has been in place since 2019. Around the same time, Public Services and Procurement Canada (PSPC) announced changes to professional services that would demand suppliers provide profit transparency and resource attestations.

TECHNATION arranged for meetings between our members and government stakeholders, submitted member feedback on requests for information, and prepared positions on behalf of members.

## Thought Leadership and Advocacy



TECHNATION's annual Queen's Park and Hill Days offer valuable advocacy meetings for our executive industry members with politicians and top government officials to discuss the most pressing issues affecting the Canadian tech sector and our economy. Building upon our Ontario and Federal Budget 2023 Submissions, we met with Ministers, MPs, MPPs, and top government officials to reinforce our spirit of collaboration and co-creation to deliver a better Ontario and Canada to our citizens and businesses.



On the policy front, TECHNATION continued its advocacy on behalf of members regarding the Government of Canada's AI and Data Act (AIDA) which remains unfriendly to businesses despite many amendments presented by the responsible Minister. We met with Innovation, Science and Economic Development (ISED) and House Industry Committee (INDU) members to reinforce our members' position for a risk-based approach to categorizing AI systems and the critical need for increased alignment to international standards.

Other federal advocacy promoted the removal of the retroactive application of the Digital Services Tax (DST) in Bill C-59, and amendments to improve the cyber resilience of Canadian businesses in Bill C-26.

TECHNATION and members participated in consultations with **Supply Ontario and Minister Sarkaria** on two occasions, providing input with regards to challenges and possible solutions to the Ontario government's procurement regime. We also contributed to a review of the proposed approach for regulations under the Building Ontario Businesses Initiative (BOBI) and submitted a written response.

To better engage with our membership, we have created a new structure for our policy-focused member working groups to update, consult with, and advise the GR&P team on policy advocacy. We observed increased



engagement on policy files and together with members developed key submissions to government advocating for critical changes to legislation and government policy.

### The seven new policy working groups cover:

- Artificial Intelligence
- Regulations, Compliance and Risk
- Privacy, Cloud, and Data
- Cybersecurity and Digital Infrastructure
- Finance and Economy
- Digital Talent
- Telecommunications and Connectivity

### **Engaging Industry** and Government in Meaningful Dialogue

GR&P hosted critical exchanges and discussions throughout the 2023-24 year:

#### **Executive Briefings** (in person)

- Deputy Minister of Transport Canada, Arun Thangaraj
- Citizens' Services Minister Terry Beech

#### **EDGE Series** (virtual)

- A More Sustainable Future
- Mitigating Cyber Risks Across Agencies
- How Generative AI and Technology are Transforming the Employee Experience

### Hosted 58 Committee and Working Group meetings:

#### **Committee & Working Group Meetings**

**Public Policy & Advocacy Committee** 

**Policy Working Groups** 

Federal Public Sector Business Committee

**Cloud Working Group** 

**Federal Procurement Working Group** 

**Ontario Public Sector Business Committee** 



#### Policy engagement on over 20 federal and provincial bills and policy

### Advocacy on important federal digital legislation:

C-11 (Online Streaming)

C-18 (Online News)

C-27 (Privacy)

C-27 (Artificial Intelligence)

C-26 (Cybersecurity)

C-59 (Digital Services Tax)

C-63 (Online Harms)

C-244 (Right to Repair)

S-6 (Regulatory Modernization)

### Policy responses to federal government consultations and publications:

Future of Competition Policy (ISED)

Online Safety (Canadian Heritage)

Copyright in the Age of Generative Artificial Intelligence (ISED)

Federal Right to Repair Pre-Consultations (ISED)

Industry Input on GC RFI for AI Supply Arrangements (PSPC)

Visa Changes Impact on Digital Talent (IRCC)

Pre-Budget 2024 Consultations (Finance Canada)

Senate Briefing on Canada's New Approach to Digital Rulemaking (CIGI)

#### Ontario legislation and consultations:

Pre-Budget 2024 Consultations

Proposed Approach for Regulations under BOBI

Bill 133 (Kid's Online Safety Month)

Bill 149 (Al Disclosure in Job Postings)

## FORWARD LOOKING

GR&P will maintain its focus on ensuring our members receive the value they expect from our advocacy and policy activities with all levels of government.

Queen's Park Day will take place in person on May 30, 2024, and Hill Day is planned for Fall 2024. We look forward to building upon the recommendations within our Federal and Ontario Budget 2024 submissions and, through collaboration and co-creation, enabling our governments to become more digitally advanced.

Led by member co-chairs, the **Federal Procurement Working Group** will engage in roundtables with PSPC and SSC on the 16+ recommendations coming out of our Industry Day 2023. We have begun working with SSC on the build out of a **Sustainability through Procurement pilot leveraging AI**.

The Ontario Procurement Working Group will provide feedback on long-standing problematic terms and conditions and will provide supply chain expertise to Supply Ontario as it works to establish a new

procurement framework for the purchasing of goods and services for the province.

GR&P and the **Public Policy and Advocacy Committee** (PPAC) will continue its campaign to make significant changes to Bill C-27, emphasizing concerns with Part 3 – **AIDA (the Artificial Intelligence and Data Act)** as the bill moves through the legislative process.

Following participation in consultations for Bill C-26 (Cybersecurity), TECHNATION will continue to engage with federal decision-makers in the House and Senate to address concerns about the legislation, including excessively broad powers, proposed regulatory burdens, and undue impacts on Small and Medium Enterprise (SMEs) due to unprecedented compliance requirements.

TECHNATION will be working with our social media platform members and policy working groups to develop a submission with regards to C-63 (**Online Harms**) to the House Justice Committee. We are expecting to testify at the committee later this year during its study. Other policy work will centre around

Right to Repair national consultations, Open Government strategy, Generative AI, digital talent, and more.

Our commitment to true collaboration between industry and government remains unwavering as we move forward. Together with policymakers and stakeholders, we will continue to forge a path to a more resilient, innovative, and digitally advanced future for all Canadians.

#### **TECH4CANADA**

The TECH4Canada portfolio represents key strategic projects that cross several of our verticals and priority areas across TECHNATION. In 2023-24, the organization crafted a highly intentional and multi-year strategy to act as a champion and change-maker for our technology industry as it navigates the complex AI landscape.

Al Adoption. Through this strategy,
TECHNATION is seizing a unique
opportunity to answer this question:
How can the Canadian tech industry and
government collectively embrace and
thoughtfully encourage Al adoption to
increase economic prosperity?

Cybersecurity. Adjacent to this, we maintained steady momentum with our Cybersecurity Taskforce as a collaborative platform and ecosystem for thought leadership in cybersecurity in order to enhance Canada's overall cybersecurity awareness, talent, and capability position.

#### **AI4CANADA**

As the collective voice of Canada's tech sector, TECHNATION is committed to enabling AI adoption across industry and government. With the hyper-evolving wave of AI / Generative AI (GenAI), TECHNATION's vision is to drive collaborative engagement between Canada's tech sector and government to address and accelerate AI/GenAI adoption, responsible transformation best practices, robust governance and to show-case industry use cases and success stories in Canada with respect to the adoption of AI.

Over the course of 2023-24, TECHNATION developed an event and engagement-based roadmap to accelerate AI across Canada's tech industry leading towards Canada's presidency for the 2025 G7 and TECH7 summits.

This kicked off with a **Strategic Knowledge Exchange (SKE) event**, "Accelerating Al
Adoption: Technology Sector & Government
Collaboration" on February 6, 2024. Together,
TECHNATION and the Government of Canada
engaged in collaborative dialogue focused on
accelerating Al adoption in government and
industry. This outcomes-oriented dialogue



TECHNATION hosted its first AI SKE on February 6, 2024 in Ottawa, focused on the importance of AI and GenAI adoption across Canada with select members and key government officials.

was geared towards developing public-private discussion and consensus on key areas where the adoption of Al/GenAl has a current or future strategic impact on national challenges. Challenges include Canada's economic recovery, productivity, competitiveness, and prosperity.

The exclusive event was attended by eight senior government officials, including Deputy Ministers, Associate Deputy Ministers and Senior Advisors Shared Services Canada, Innovation, Science and Economic (ISED), the Canadian Centre for Cyber Security (CCCS), and Public Services and Procurement Canada (PSPC), and was also attended by representatives from Accenture, CGI, Cisco,

Darktrace, HP Canada, HPE, Microsoft Canada, Moneris, OpenText, Tata Consultancy Services, Telus, Centre for International Governance Innovation, Vector Institute, and World Economic Forum.

Together, this exclusive group discussed key topics including the need for Canada to strategically and intentionally implement a collaborative strategy to accelerate Al adoption across industry, government, and the public sector; responsible Al adoption and inclusion; enabling Al adoption and scale-up across industry sectors; government cloud adoption; Canada's Al readiness in the context of existing regulations, best practices, and sustainability.

#### **COLLECTIVE OUTCOME MESSAGE FROM SKE EVENT:**

Al will continue to disrupt and change the entire tech sector, thus effective collaboration across government and industry will be the only way for Canada to successfully navigate and leverage this opportunity. We must continue to align, practice and support Al governance and regulation while incentivizing Canadian businesses to adopt and deploy Al.



#### **CANADA'S TECHNOLOGY SECTOR AT A GLANCE**

\$272 billion IN REVENUES

**43,000+ COMPANIES**<sup>2</sup>

\$156 billion GDP<sup>3</sup>
7.2% of Canada's GDP

**12%** increase over 2022

4% decrease from 2022

7.3% increase over 2022

- 1 www.statista.com/statistics/459846/ict-sector-total-revenues-revenues-canada/
- 2 www.statista.com/statistics/1166608/canada-ict-sector-companies/
- 3 www.statista.com/statistics/594293/gross-domestic-product-of-canada-by-industry-monthly//

#### THE STATE OF AI IN CANADA

Canada's AI ecosystem is diverse and dynamic, comprising various stakeholders. including AI startups, established enterprises, generative AI vendors, research institutions, incubators, accelerators, venture capital firms, and regulatory bodies. Key players in the national AI research landscape, such as Amii, Mila, Vector Institute, and CIFAR contribute significantly to the advancement of AI research and development in the country. The government's support for the Al sector is robust and consistent, exemplified by initiatives like the Pan-Canadian Artificial Intelligence Strategy at CIFAR and the Global Innovation Clusters program, both launched in 2017. This support has attracted substantial investment into Canadian AI and generative Al companies, with Canada ranking third in

per capita VC investments among G7 nations.

Despite the strong support and investment, the uptake of AI technologies by Canadian industries lags behind that of other G7 countries. According to a recent study by KPMG, only 35% of Canadian companies had adopted AI, compared to 72% of businesses in the United States. This disparity underscores the pressing need for Canada to accelerate Al adoption and bridge the gap with its counterparts. Stronger incentives and continued advocacy efforts specifically for small-to-medium enterprises and scale-ups from organizations like TECHNATION are essential to drive widespread implementation of AI technologies across various sectors in Canada.

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Source: kpmg.com/ca/en/home/media/ press-releases/2023/04/us-outpacingcanada-in-business-adoption-of-ai html

Source: www2.deloitte.com/content/dam/Deloitte/ca/Documents/press-releases/ca-national-ai-report-2023-aoda-en.pdf

#### Cybersecurity

TECHNATION's Cybersecurity Taskforce is a strategic initiative focused on addressing the cybersecurity challenges facing Canada today. This taskforce is part of TECHNATION's broader TECH4Canada mandate, which aims to foster collaboration between government and industry to define and execute a national cybersecurity strategy and enhance resiliency across the nation.

### The Cybersecurity Taskforce has been set up to tackle several critical areas:

- 1. Identifying key cyber imperatives:

  The taskforce aims to identify the most urgent areas in need of attention and improvement within Canada's cybersecurity landscape.
- 2. Developing talent and capabilities: A significant focus is placed on stimulating the development of strategies and approaches to rapidly increase the supply of qualified cybersecurity workers.
- 3. Raising awareness and readiness: The taskforce is committed to educating Canadian organizations and government on the importance of cybersecurity awareness and readiness.

4. Supporting prosperity and economic development: By enhancing cybersecurity, the taskforce also aims to foster a secure digital economy that can contribute to Canada's future prosperity

TECHNATION has brought together leaders from both well-established and startup tech firms, including CGI, Cisco, eSentire, Darktrace, ISA, Microsoft, and Tanium. These members are providing a collaborative platform for thought leadership to enhance Canada's position in cybersecurity awareness, talent, and capabilities. The creation of this taskforce underscores the critical need for a coordinated approach to cybersecurity in Canada, highlighting it as a matter of national security and economic stability.

#### **Key Achievements:**

- Following the Cybersecurity Taskforce Strategic Knowledge Exchange in March 2023, TECHNATION advocated for the strategic recommendations that came out of this event, most notably presenting this messaging at the Waterloo Security Dialogue event in June 2023.
- Continued to engage both Canadian Centre for Cyber Security (CCCS) and Communications Security Establishment on

- the areas of focus outlined in the Cyber SKE Exec Summary.
- Meaningful social media presence during Cyber Awareness month (October 2023) with over 80% participation from our CTF member organizations.
- Preparatory activities for a Cyber focus Ministerial Dinner in 2024.
- Resulting from our engagement with CCCS, Sami Khoury eagerly participated in TECHNATION's Career Ready program Cybersecurity Hackathon in March 2024, where he joined CEO Angela Mondou and over 600 student hackathon participants at Concordia University.



## FORWARD LOOKING

Building on the AI SKE outcomes and recommendations, TECHNATION will host the AI4Canada Summit in May 2024 in Ottawa. Using a proven TECHNATION industry-government collaboration model, the AI4Canada Summit will amplify dialogue, plan collaboration and co-design of a National AI Adoption & Inclusion strategy, tapping into recognized global best practices and initiatives. The ultimate goal of this event will be to strengthen Canada's global

competitiveness through robust Al Adoption strategies. Following this national event, TECHNATION will leverage its momentum to finalize the strategy and present it to government.

The **Cybersecurity Taskforce** will also host a Ministerial Dinner with key government representatives to further ongoing discussions relating to cybersecurity and Canada's defense against foreign and domestic online threats.

We hope to see continued support from the Canadian government in working alongside industry to co-collaborate and execute these strategies which have an impact on all businesses across the country. As we look ahead to the 2025 G7, we envision Canada being able to demonstrate swift action and presenting as a champion of Al adoption strategies on the world stage.



### INDUSTRY, PROSPERITY & GROWTH

TECHNATION's Industry, Prosperity & Growth (IPG) business unit plays a pivotal role in fostering Business to Business (B2B) and Business to Government (B2G) opportunities for our members through our signature events and programs.

A central focus for TECHNATION's IPG group remains the collaboration with pan-Canadian Chief Information Officers (CIOs) and IT industry leaders across various provincial and municipal jurisdictions. Through regular dialogues and idea-sharing sessions, we

endeavor to stimulate innovation and explore opportunities for leveraging technology more effectively within government operations at all levels. This collaborative approach promotes knowledge exchange and strengthens relationships between industry stakeholders and government decision-makers, driving positive outcomes for both sectors.

Throughout 2023-24, we continued to integrate B2B and B2G events with our advocacy areas of focus. This integrated approach ensures alignment between

industry priorities and government initiatives, fostering mutual understanding and collaboration. By maximizing engagement with all our members, regardless of their location, type, or size, across all jurisdictions in Canada, we aim to deliver desired outcomes for government stakeholders and industry members alike.

#### **CIO Series**

TECHNATION's National CIO Event Series brings together CIO and public sector leaders for open discussions, knowledge exchanges, and to identify opportunities for innovative, citizen-centric digital solutions to accelerate government modernization. These forums are hosted in various regions of Canada each year and enable members to stay abreast of what is happening across the nation. In 2023-24, TECHNATION hosted well-received CIO events in British Columbia, Ontario, and Atlantic Canada.



National Board member Daniel Lunghi (Ricoh Canada); Dafna Carr (ADM, ServiceOntario); Denise Shortt (TECHNATION); Anna Leon (KPMG) and Chair of the Ontario Board of Directors; Joanne Anderson (ADM, ServiceOntario), Beverley Thomas-Barnes and Nelson Loureiro (ADM, ServiceOntario)

#### **Future of Work Series**

Future of Work events remain a cornerstone of our initiatives. Covering topics such as diversity, equity, and inclusion (DEI), accessibility, hybrid work models, and workplace culture, these events facilitate peer-to-peer connections and showcase industry expertise. We have created a private peer-2-peer forum for our senior HR professionals to connect, share best practices and discuss critical HR and workplace issues within the tech sector.

In October 2023, our highly popular Future of Work Series event focused on "Sports and Technology: How Data and Insights are Transforming the Athlete and Fan Experience." In February 2024, in celebration of Black History Month, we hosted "Black is Building: Black Leaders and Entrepreneurs," further underscoring our commitment to promoting diversity and inclusion in the workplace.



In February 2024, TECHNATION hosted Black is Building: Black Leaders and Entrepreneurs. Black entrepreneurs and leaders have made significant contributions to innovation, technology, and business. This event featured diversity thought leaders discussing their experience and accomplishments to inspire future generations of Black talent in Canada.



GovTechON event January 2024. This bi-annual series is co-hosted by TECHNATION and Mohammad Qureshi, Corporate Chief Information Officer, Ontario Government

"As we work in new ways to create paths for engagement with TECHNATION, we appreciate that our partners are open to trying something new with us. Together with TECHNATION, our June (2023) and January (2024) events were examples of great events where industry and government were able to come together for conversations on how to leverage technology and deliver better services and better outcomes for Ontarians, businesses, and communities. We look forward to continuing to collaborate on future engagements, and growing partnerships with industry."

MOHAMMAD QURESHI, Corporate CIO and Associate Deputy Minister,
Ministry of Public and Business Service Delivery, GovTechON,
Ontario Government

"Our strategic partnership with TECHNATION and the ICT community continues to be key to the work we do across Ontario. By strengthening our understanding of each other's priorities, we can better use technology to drive digital transformation and deliver seamless, accessible and consistent services designed for Ontarians and businesses."

DAFNA CARR, Associate Deputy Minister, ServiceOntario, Ministry of Public and Business Service Delivery

#### FORWARD LOOKING

TECHNATION will continue to prioritize collaboration with Pan-Canadian CIOs and IT industry leaders to drive innovation and stimulate dialogue on leveraging technology for effective government service delivery.

Additionally, we will expand our B2B programming to offer SMEs and scale-ups access to business development opportunities and strengthen our Future of Work initiatives to address emerging HR and workplace challenges. Our ongoing commitment to fostering collaboration and innovation will ensure that TECHNATION remains at the forefront of driving industry growth and prosperity in the digital age.

Pan-Canadian CIO Series: The benefits accrue to all Canadians when the public and private sectors collaborate to use technology to tackle industry concerns. As such, we look forward to building on the success of our pan-Canadian CIO series and in the upcoming year will be hosting these forums in the Atlantic Region, the Prairies and British Columbia.

B2B Business supports for Members: We are dedicated to building programs and events designed to offer our SME and Scale-up members access and opportunity to gain market intelligence; forge partnerships and showcase their products and services. Our goal is to support businesses to thrive in Canada as well as to compete globally.





"TECHNATION Health continues to provide a strong industry voice in addressing the challenges and common goals within Canada's Digital Health ecosystem. Their advocacy efforts and unified voice to government stakeholders are invaluable in supporting a healthy and robust Canadian Digital Health economy."

PETER JONES, Industry Lead, Canadian Healthcare, WW Health, Microsoft Corp

#### **HEALTH**

In alignment with our mandate as the trusted voice of the health tech industry, TECHNATION's Health business unit is dedicated to improving the health and wellness of Canadians while supporting a sustainable healthcare system through innovative digital technologies. Our advocacy efforts and collaborative initiatives aim to drive the advancement of digital health solutions, providing significant value to our members and enhancing business opportunities.

In 2023, our primary focus remained on advocating for increased investment and funding for digital health solutions across federal, provincial, and territorial governments. By connecting directly with government officials and stakeholders, we highlight the importance of allocating resources to support the implementation of digital health technologies. This advocacy effort not only promotes the adoption of innovative solutions but also creates valuable business opportunities for our members as government funding streams are directed towards digital health initiatives. A key priority for TECHNATION Health is to contribute to the development and enhancement of

digital health strategy and interoperability frameworks. Through our engagement with government bodies and industry stakeholders, we work towards the selection, development, and implementation of nationally accepted health data standards. Additionally, we advocate for increased focus on cybersecurity to ensure the safety, privacy, and accessibility of health records in an increasingly digitized healthcare ecosystem. These efforts are crucial for fostering seamless data exchange and interoperability across the healthcare continuum, ultimately improving patient outcomes and driving efficiencies within the healthcare system.

A significant highlight of the year has been the continued investment from the Federal Government into Provincial and Territorial Healthcare systems, particularly in digital health solutions. This sustained investment has provided a strong impetus for the advancement of digital health initiatives, creating a conducive environment for our members to explore new business opportunities and expand their footprint within the healthcare sector.

#### **Advocacy Through Committees and Working Groups**

Our Advocacy Committee continues to play a pivotal role in identifying key areas where issues are creating barriers to sales for our members. By engaging industry stakeholders and government officials, we advocate for policy changes and modernization efforts aimed at addressing these challenges. Priority areas identified include interoperability, data

privacy and security, cybersecurity, and the need for modernization in procurement processes. These advocacy efforts have resulted in increased engagement from our members and heightened interest from government stakeholders to collaborate in further discussions and publications on these critical areas.

The Interoperability and Standards Committee has also continued to focus on promoting interoperability and developing standards

within the digital health ecosystem. By bringing together industry experts and stakeholders, the committee identifies best practices and recommendations for enhancing data exchange and interoperability across healthcare systems. This collaborative effort has led to the publication of updated Canadian Healthcare Interoperability Standards Position Papers and White Papers, providing valuable guidance for industry stakeholders and government bodies alike.

#### **KEY IMPACT STATS**

#### **Digital Health Strategy Updates and Information Sessions**



#### Province of Alberta

Alberta Health Services Update



#### **Province of Ontario**

Ontario MOH Update

Ontario MOH Health Data and Digital Health Strategy Consultation Session



Infoway Interoperability Updates

3 for the vear



#### **Health TECH TALKs**

Al in Healthcare – hosted by Accenture and Oracle Health Interoperability in Health – hosted by Oracle Health



#### **Provided and Supported Exporting Initiatives to Our Members**

Canadian Reception at HIMSS: Opportunity for our members to promote their brand at the annual HIMSS Conference (over 50,000 attend this conference from across the US, North America and Internationally) by hosting the only Canadian Reception at the conference each year.

TN Health Trade Mission to HIMSS Europe, held in Lisbon Portugal in June of 2023 and organized through funding from CanExport. 7 Canadian TECH Companies attended, met with various regional Ministries of Health and health authorities from across the European Union, as well as potential partners, including local and regional digital health project teams.

#### FORWARD LOOKING

Looking ahead, TECHNATION Health remains committed to driving innovation, collaboration, and growth within the digital health landscape. Key initiatives for 2024-2025 include:

#### 1. Continued Committee Leadership:

The Health Interoperability & Standards and Advocacy Committees will publish updated guidelines and frameworks to support the advancement of digital health procurement practices, privacy, and security standards.

### 2. Continued Collaboration with Stakeholders:

We will continue to collaborate with Canada Health Infoway, Provincial Ministries, and Health Authorities to provide timely updates on Digital Health Strategy and Interoperability Roadmaps, ensuring that



TN Health Delegation special meeting with the "Expanding Digital Health across Europe – the XpanDH project" Leadership during the HIMSS Europe 2023 conference Trade Mission, at the University of Lisbon

our members have access to the latest information and business opportunities.

#### 3. Support for Exporting Initiatives:

We will continue to support exporting initiatives for our members, including organizing a trade mission to HIMSS Europe

2024 in Italy and hosting the Canadian Reception at HIMSS 2025 in Las Vegas. These initiatives will provide valuable opportunities for members to expand their presence in international markets and explore new business prospects.



As we move forward, TECHNATION
Health remains dedicated to driving innovation, collaboration, and growth within the digital health landscape, ultimately contributing to the improvement of healthcare outcomes for all Canadians.

# FUTURE WORKFORCE DEVELOPMENT

TECHNATION's Future Workforce
Development (FWD) business
unit is focused on cultivating the
future workforce by enticing postsecondary students towards highgrowth industries like cybersecurity
and Al. Additionally, our DEI and
Reconciliation initiatives forge career
pathways into the tech sector for
under-represented groups, building a
more equitable workforce.

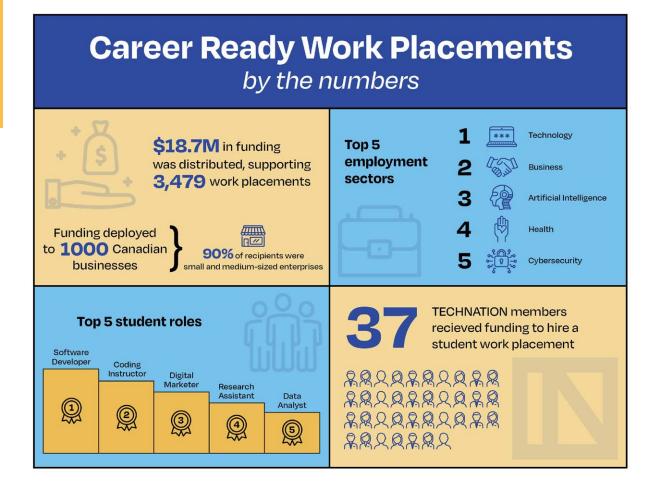
## Impactful and Supportive Programming

#### **Career Ready Program**

Now in its seventh year, TECHNATION's Career Ready Program serves as a vital delivery partner for the Government of Canada's Student Work Placement Program (SWPP), enabling thousands of employers to scale-up with emerging talent. Our commitment to work-integrated learning (WIL) empowers students with invaluable practical experience, enhancing their academic knowledge. Notably, our emphasis on diversity in tech ensures that two-thirds of participants who matched with TECHNATION

members and employer partners were from under-represented groups. Although the minimum requirement for participation in this program is to operate a wage subsidy program, TECHNATION has gone above the call, by supporting emerging talent with a fully developed Work Integrated Learning ecosystem comprised of labour market information tools, a learning management system, career fairs, skills development workshops, and much more.

This past year, project governance continued to be of the utmost importance, applying three layers of auditing (internal, external and government) to our total outflow of \$18M+ in wage subsidies. After executing a comprehensive member outreach strategy, we are proud to be involving more members in this programming than ever before. Our members received \$1.7M to provide WIL opportunities to students.



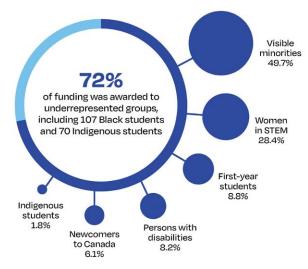
## **ADaPT**

## Advanced Digital and Professional Training

The Advanced Digital and Professional
Training (ADaPT) Program, a collaboration
between TECHNATION and the Ted
Rogers School of Management's Diversity
Institute, aims to support recent graduates
and newcomers to Canada in navigating
the evolving job market and professional
networking landscape. Employers benefit
from accessing job-ready talent from diverse

educational backgrounds, with ADaPT matching talent directly to entry-level opportunities, many of whom received wage subsidies through TECHNATION's Career Ready program.

Since 2014, over 900 employers have benefited, engaging with underrepresented groups nationwide. ADaPT has equipped over 1,600 participants with career-enhancing tools, reflecting its commitment to fostering an inclusive professional landscape. As the program looks ahead, it remains dedicated to providing accessible educational experiences, empowering the next generation of tech leaders, and shaping Canada's workforce.



The majority of stakeholders participating in our Future Workforce programming are from under-represented groups in Canada's tech industry.



Senior Program Coordinator Rashim Katyal oversees partnerships with post-secondary institutions like York University to help create career pathways for Arts students into our tech industry.

"The interns' contributions have been instrumental in achieving our company's goals and improving our operations. Specifically, their contributions significantly increased the productivity of our team. We believe that their continued presence in ventureLAB will bring even greater benefits in the future."

– Olayinka Akande, HR manager, ventureLAB

#### The STEAM Project

Our partnership with The STEAM Project addresses the crucial need for advocacy in inspiring and developing today's youth towards careers in tech in the future. Our workforce thrives when we embrace the 'A' in STEAM (Science, Technology, Engineering, Arts, Maths). Research from the University of British Columbia (UBC) shows that 70% of Arts students identify with equity-deserving groups. Similarly, York University's Faculty of Liberal Arts & Professional Studies found that BIPOC individuals are more inclined towards liberal arts programs than STEM fields. TECHNATION

has responded by joining this STEAM initiative and leveraging its innate training and job placement resources and tools to create intentional training and internship-based pathways for Arts and Humanities students. The program's traction is undeniable as today the program has inspired over 235 students towards tech careers, with nearly 70% coming from equity-deserving backgrounds. As we enter our third summer cohort, the program continues to gain momentum, earning the slogan "full steam ahead."

## Women in Science Program (WiSE)

Women are vastly underrepresented in the tech landscape making up only 23% of Canadians working in science and technology. There is a lack of role models and diversity in the workplace and women are more likely to stay in the sector when they can see other women succeeding in the workforce. In 2023, TECHNATION's Women in Science and Engineering (WiSE) Program, in partnership with CGI, helped women succeed by placing 27 women, 61% of whom were Women of Colour, in paid work opportunities that also build in intense coaching and mentorship supports.

"I don't have the opportunity to interact with a lot of women in this field so I thought it would be an amazing opportunity. Nowadays there is work being done on hearing women's voices, but it can still be intimidating getting into this field, knowing it's a male dominated field. We've had quite a few opportunities to meet female leaders at CGI and new grad students in tech roles as well. We want to be like them, graduating and getting a job at CGI."

 Chelse Beaton, Bachelor of Science, Memorial University of Newfoundland

#### **START Program**

In 2023, TECHNATION partnered with member company, the Score, to introduce the Student Tech Advancement and Readiness Training (START) program. This unique intrapreneurial program exposes students to an array of roles, processes, products, and techniques. This

practice develops employees' ability to bring innovation, creativity, and new insights to their work environment.

"Canada's future tech leaders are today's students, so TECHNATION's Career Ready Program connects talent to opportunities to invest in skilling initiatives that ensure we are providing pathways to exciting jobs in Canada's tech sector."

– Angela Mondou, President & CEO, TECHNATION

"Programs like START with theScore will certainly go a long way to bridging Canada's talent gap and we look forward to building more bespoke tech career initiatives with others."

– Jimmy Tristovski, Vice President of Talent Acquisition and People Operations, theScore

#### LaunchPad Learning Management System

LaunchPad serves as a digital runway towards addressing the pressing skill gaps identified by the tech industry for new workers. Collaborating closely with the Diversity Institute, we have pinpointed the top skill deficiencies for entry-level tech employees and have responded by developing targeted training, including industry-validated badges and microcredentials. Since the program's inception,

approximately 1,500 Career Ready badges have been issued, showcasing TECHNATION's ability to deliver valuable skills and micro-credentials to the tech sector.

In 2023, TECHNATION's LaunchPad made significant strides in empowering employers and students by offering six new high-quality courses, including Supporting the Development of your Team, Accessible Hiring Practices in the Workplace and Supporting Neurodiversity in the Workplace.

LaunchPad reached a milestone with over 100 downloadable tools and resources, representing a 25% increase in available content compared to the previous year. Our success in addressing skill gaps within the tech sector is evident from the enrollment of nearly 1,000 learners, hailing from all provinces of Canada. Notably, one-third of these learners represent one or more underrepresented groups, underscoring the LaunchPad's broad impact and inclusivity.

#### **Event Spotlight**

#### @Hack

In collaboration with Hexploit Alliance at Concordia University, we hosted our inaugural cybersecurity hackathon, @Hack, on March 2-3, 2024. With over 600 students from across Canada participating, the event featured a series of capture-the-flag challenges. Esteemed speakers including Angela Mondou ICD.D., President and CEO, TECHNATION; Dr. Mourad Debbabi, Dean of the Gina Cody School of Engineering, Concordia University; and Sami Khoury, Head of the Canadian Centre for Cyber Security, inaugurated the event. In addition to competing for the top prize in a Capture the Flag style hacking event, participants engaged in cybersecurity workshops and explored job opportunities at the career fair. This event not only



TECHNATION partnered with Concordia University to deliver its first cybersecurity hackathon. Participants gained real-world experience while competing for cash prizes - and the attention of cybersecurity employers.

introduced students to dynamic career paths in cybersecurity, and equipped them with essential skills through interactive workshops. The career fair underscored the plethora of job openings in the sector, reassuring students of their place in the cybersecurity field.



Sami Khoury, Head of Canadian Centre for Cybersecurity and Angela Mondou, President & CEO at TECHNATION addressed over 600 aspiring young cybersecurity professionals at TECHNATION's inaugural hackathon.

#### **FutureWave 2024**

TECHNATION hosted over 200 attendees at its third annual FutureWave in Montreal, Quebec. Taking place during Work-Integrated Learning month in March, this conference invites diverse voices in the tech space and beyond to discuss ways to support our future leaders with experiential learning opportunities. This year's conversation was often centered on AI, how it's impacting recruitment, workplace wellness, and workforce development policies. Twelve TECHNATION members were involved in panels, with Versatil, Kyndryl, and Interac supporting with sponsorship, and CEWIL supporting as a community sponsor.



TECHNATION members Sylvie Ouelette (Versatil) and Sabe Mpofu (Millenilink) take the stage to discuss innovative recruitment at TECHNATION's FutureWave 2024.



#### **Events: A Year in Review**

FWD hosted 31 events in the 2023 fiscal year with a total of 3,044 participants registered. These events took place in nine cities across the country and covered topics from Al to cybersecurity and future workforce development.

Ten of the events hosted were Innovation Challenges with themes such as: Healthcare for Aging Canadians, AI for Sustainability, and Agri-Tech, which asked students to use emerging technologies to solve current issues in the industry.

We also hosted several 'Start-Up Skills' speaking events that offered skills and insights to aspiring entrepreneurs. Some of the topics included Ethical AI, Entrepreneurship in the Cybersecurity Sector, and the Power of Visual Storytelling.





submitting projects related to harness

the power of AI for a sustainable planet.

#### 21 TECHNATION members participated in our Future Workforce Development events this year.



12 Speaking Events

602 participants



**10 Innovation Challenges** 

1299 participants



**8 Interactive Events** 

1131 participants



Comerence

251 participants

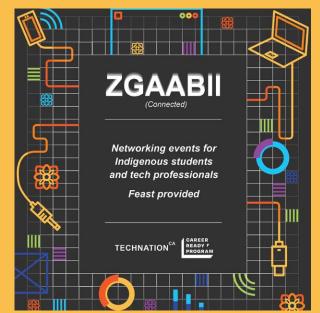
#### FORWARD LOOKING

Our commitment to talent development remains unwavering, as we actively seek partnerships with government at all levels. By securing funding for critical initiatives in areas like AI and cybersecurity, we **bolster our nation's workforce preparedness** for the challenges ahead. Moreover, we're dedicated to fortifying the sustainability of our existing programs, reducing reliance on government funding to ensure their enduring impact on our stakeholders.

In line with our mission to serve our members effectively, we're prioritizing tailored event experiences to meet their evolving needs. Through enhanced engagement strategies, we aim to foster increased participation, amplifying the value derived from our collective endeavors. As we move forward, our focus on delivering **impactful pan-Canadian programming** remains steadfast, ensuring TECHNATION's presence and influence resonates from coast to coast.

With a proactive approach to partnership building, we're poised to drive impactful change and innovation across the tech landscape. Through strategic alliances with government agencies, educational institutions, and industry partners, we're advancing talent development initiatives in critical domains such as AI and cybersecurity.
Our commitment to program sustainability
underscores our dedication to long-term
impact, ensuring continued support and
value for our diverse stakeholder community.

In pursuit of reconciliation, TECHNATION has renewed its commitment to the Truth and Reconciliation Commission's Call to Action 92 for Corporations. In line with developing an



Led by Program Coordinator Paige Peters and other Indigenous leaders at TECHNATION, we aim to inspire emerging Indigenous talent by connecting them with industry role models and tech-immersive work placements.



TECHNATION, in partnership with Indigenous Tech Circle, an Indigenous-led network of tech founders and ecosystem partners, co-hosted "Tech Futures: Empowering Indigenous Leaders of Tomorrow" at the Microsoft Office in Vancouver.

equitable workforce, we have launched our Zgaabii program, with the goal of bridging the gap in Indigenous representation in our technology sector by connecting Indigenous students and youth with pathways to tech careers through shared information, inspiration, networking, and industry expertise. In 2024-25 we will introduce and adopt a comprehensive Indigenous policy, expand our program offerings, and continue to work with Indigenous-led organizations and companies.



#### **EVENTS**

TECHNATION events have long shown our advocacy efforts, highlighted opportunities for partnerships, and showcased our member leaders in impactful ways – and our members, government officials at all levels and industry leaders participate in ways we wouldn't have expected.

This past year, we continued offering our Executive Briefings with key government leaders, our bi-annual Ontario Government GovTechON events along with our Broader Public Sector events, and hosted the popular CIO Briefings Series across the country. We also continued our newer EDGE (Enabling Digital Government for Everyone), Health Tech Talks virtual meetings and Industry Day with federal government leaders to discuss government adoption of cloud & Al.

We are proud of our initial Al-focused event, the Al Strategic Knowledge Exchange, held on February 6, 2024. This kicks off our laser-focused programming and advocacy relating to Al adoption and working with government to create a more cohesive Al strategy for Canada.

Overall, TECHNATION events provide opportunities to hear from industry thought leaders on key areas of interest to the tech sector, including many of our priority areas such as advocacy and policy, industry development, future of work, diversity, equity and inclusion (DEI), cybersecurity, health, future workforce development, procurement and more.

57 TECHNATION Events

**6,893** Attendees

73 Committees/Working Groups1,540 Attendees

16 Consultations427 Attendees

**9,163** Receive Our Event Newsletter



## FORWARD LOOKING

With increased volatility in the Canadian and global economies, alongside the disruptive Al landscape, our focus will be to continue to deliver events that have been identified as high priority through our membership. Some of the events to look out for in 2024-25 are:



### Our inaugural AI4Canada Summit in Ottawa in May 2024

This will be a full-day event hosted in Ottawa to drive collaboration across the tech industry, government, and academia. The AI Forum will amplify dialogue, collaboration, and co-design of a National AI Adoption & Inclusion strategy, tapping into recognized global initiatives.

## GovTechON

#### **Our next GovTechON series**

Offering B2B and B2G networking opportunities in June 2024.



As the leading technology industry association, TECHNATION creates significant value for its members and offers several ways for members to engage and network with other industry and government leaders for the betterment of Canada as a whole. Our three boards including National, Ontario and Health along with our committees, working groups and taskforces ensure our members' voices are represented at all levels of government.

The past two years have proven to be challenging for the tech industry and many

of our members. TECHNATION's leadership in Canada's tech sector is even more important to address rapidly evolving issues and topics, including Al adoption.

TECHNATION has seen an increase in members requesting more intensive advocacy and thought leadership support, demonstrating the organization's leadership and reputation for supporting Canada's tech industry. We look forward to continuing to collaborate with government on behalf of all of our membership.

### TOP STRATEGIC PRIORITIES FOR MEMBER ENGAGEMENT



Government & Digital Transformation



Industry, Prosperity & Growth

### TOP ISSUES FACING MEMBER ORGANIZATIONS





**Budget Constraints** 

**The most popular programs, events and committees** as identified by our members include our Federal and Ontario Public Sector Business Committees, Executive Briefings, Broader Public Sector events, and Strategic Knowledge Exchanges/Roundtable events.





## FORWARD LOOKING

In 2024-25, TECHNATION will continue to advance the technology industry in Canada by engaging with members to keep abreast of their priorities through cadence meetings, regular surveys, and member update events. This includes meetings at the highest levels of our members' organizations to ensure we are aligned with the priorities of our members.

Our members are encouraged to actively engage, network, and build relationships through our events, programs and meetings that help all participants learn more about the opportunities, trends and challenges impacting the Canadian tech sector and our national economy.

We recognize that this is an especially volatile period for the tech industry around the globe, so our priority continues to be focused on delivering value to members to encourage prosperity and advancement of Canadian endeavors on a local, provincial, national, and international scale. This year, we are also focused on supporting our members and government collectively as we navigate the implications and impacts of Al and Generative Al across all facets of industry and business practices.

As Canada's largest national tech association with members of all sizes from coast-to-coast, we are best positioned to support Canada's tech industry through these ever-evolving times and look forward to doing it with you!



### **TECHNATION LEADERSHIP TEAM** & BOARDS OF DIRECTORS

Our passionate leaders bring a diversity of experience and expertise in supporting and governing TECHNATION.

TECHNATION is governed by a National Board of Directors comprised of members and are responsible for overseeing TECHNATION's strategic direction.

There are also the TECHNATION Ontario Board of Directors and the TECHNATION Health

Board of Directors. They, like the National Board, are responsible for articulating the mission, accomplishments and goals of their respective areas to the public, and for garnering support through advocacy.

TECHNATION appreciates the dedication, passion and support of all of its board directors, both those who serve and have served on its Boards, during the 2023-2024 vear.









#### **BECOME A MEMBER!**

To learn more about our activities or opportunities for engagement, please reach out to our membership team at memberservices@technationcanada.ca



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

- Act as the Industry Government Nexus for Canada's ICT companies
- ▶ Deliver programs that drive 'access' and create business opportunities for technology companies in Canada
- Drive national productivity and competitiveness through digital workforce readiness
- Influence health policy on behalf of members, focus advocacy efforts towards nationally accepted standards, and support the adoption of innovative health technologies
- Collaborate with other national organizations to create and deliver programs that will engage our membership's unique capabilities to enable digital transformation across all sectors in Canada and focus on critical challenges and enablers to ensure national prosperity

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