$1.7 Billion in Annual Revenues

#1 Private Industry in Greater Victoria

Over 900 Companies

Over 13,000 Employees

Fastest Growing Tech Region in BC

Second Largest Tech Region in BC

Top 25 Companies Produced Revenues of $866 Million in 2007

Quality of Work & Quality of Life

Short Commutes

Low Crime Rates

Great Weather

Extensive Recreational Activities

Advanced Manufacturing

Electronics & Peripherals

Energy Technologies

Engineering Technology

Environmental Technology

Information Technology

Life Sciences

New Media and Internet Technology

Ocean Sciences and Marine Technology

Services

Software

Telecommunications & Wireless Communications

Information

Regional Promotion & Economic Development

Talent

WE'RE #1

Networking & Education

Connections & Mentoring

VIATeC

ANNUAL REPORT 2007/08

Technology
WE'RE #1
VIATeC

VIATeC
ANNUAL REPORT
2007/2008

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WE'RE #1 AND NOW PEOPLE KNOW IT!

Welcome to the VIATeC Annual Report for 2007/2008. VIATeC continues to utilize its core values and your input as members to develop and shape our strategic focus. Inside you will find more on our values and goals along with activity updates under each goal. Continuing with a plan that is based on member input and steadfast buy-in from the VIATeC staff and board of directors has been the foundation for another strong year for your tech association.

Some highlights from the past year include:

- ·   Significantly increased awareness of technology as Greater Victoria's #1 private industry with $1.7 billion in revenues
- ·   99% of members rating VIATeC as good, very good or excellent in our latest member satisfaction survey
- ·   50% of members rating VIATeC as better or much better than previous years
- ·   Record attendance at all events including Island Tech and the VIATeC Technology Awards
- ·   Production of several videos focused on recruiting talent from other cities
- ·   Attendance at career fairs and related events in cities across Ontario and along the west coast
- ·   A continued healthy balance sheet and stable financial future for your organization

I would like to take this opportunity to point out the terrific team you have working for you every day. Brent, Ellen and Michelle are a remarkable group of dedicated individuals and thanks to their diligent work ethic and recognition of how important the technology sector is to the local community they are able to accomplish
so much more than teams of a similar size.

A sincere thanks to our members who have provided such strong support and to our volunteer board of directors who apply their experience and knowledge to steering your association.

Sincerely,
Dan Gunn
Executive Director, VIATeC

VIATeC
BOARDOFDIRECTORS
2007-2008

Don Avison
President
The University Presidents' Council of British Columbia

John Parkinson
No company affiliation at this time

Don Safnuk (Associate Member Rep.)
President and CEO
Corporate Recruiters Ltd.

Dale Campbell
CEO
Atomic Crayon

Harry Weiler
President and CEO
AXYS Technologies Inc.

Greg Caws
President
Enquisite

Dale Gann
Vice President
Vancouver Island Technology Park

Mark Grambart
CEO
Contech Electronics

Mia Maki
Principal
Quimper Consulting Inc.

Rob Bennett
President and COO
Simation

Scott Petersen
Vice President and COO
OA Solutions

Scott Phillips
CEO
StarFish Medical

Gary Eisenstein
CEO
Falcon-Software

Howard Brunt
Vice President, Research
University of Victoria

VIATeC TEAM

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Michelle Gaetz
OFFICE ADMINISTRATOR
mgaetz@viatec.ca

VIATeC is the conduit that connects people, knowledge and resources to grow a successful technology sector in Greater Victoria. The organization was founded in 1989 to promote and enhance the development of the local advanced technology industry.

Since VIATeC's inception the Greater Victoria tech sector has grown to over 900 known technology companies, directly employing more than 13,000 people and generating $1.7 billion in annual revenues. The growth of this
sector has outpaced the provincial average and made it the number one private industry in Greater Victoria.

VIATeC is intended to be the first place that people contact for information
or assistance related to advanced technology in Greater Victoria. VIATeC's membership which currently stands at over 325, annually

With annual revenues exceeding
$1.7 billion, advanced technology
is the largest private industry

FAST FACTS

· The growth of the tech sector in our region consistently outpaces
 the provincial average making it the fastest growing technology
 region in British Columbia.

· Over 900 advanced technology companies are based in Greater Victoria.
 (VIATeC INDUSTRY STUDY 2007)

· In 2007, the top 25 technology companies founded and/or headquartered on Vancouver Island produced revenues of $866 million.
 (2007 VIATeC 25)

· 13,000 directly employed by private tech companies.

· Most of our tech sector businesses are export focused, garnering
 significant revenues from foreign markets which in turn enhances
 the health of the local economy.

· Ranked by total number of companies; Information Technology,
 New Media and Software are the largest sectors.
 (VIATeC INDUSTRY STUDY—2007)

CORE VALUES

COMMUNITY
VIATeC's most important role is to foster a sense of community among
technology companies and their employees in our region.

CONTACT
VIATeC utilizes ongoing contact to continue to learn how we can best serve our members' needs and evaluate our current service offerings.

QUALITY
VIATeC provides the best possible quality when delivering all services, products and events and will not sacrifice quality to increase quantity.

FOCUS
VIATeC's first priority is to identify and serve the needs of our members.

COLLABORATION
VIATeC always seeks to collaborate with other organiza-

STRATEGIC FOCUS

1 INFORMATION
Maintain and improve our position as the definitive source of information on the local technology sector and the companies within it.

2 REGIONAL PROMOTION & ECONOMIC DEVELOPMENT
Be the driving force to promote the accomplishments of the Greater Victoria technology sector and the opportunities within it.

3 TALENT
Raise awareness of the career opportunities available within local
technology companies by targeting experienced workers and recent
graduates while also promoting technology careers to students.

4 NETWORKING AND EDUCATION
Offer top quality networking and community building opportunities
between members by providing valuable information through seminars and other events.

5 CONNECTIONS AND MENTORING

01 INFORMATION

Maintain and improve our position as the definitive source of information on the local technology sector and the companies within it.

To truly be an effective industry association, VIATeC must understand the
challenges and opportunities that our members face on an ongoing basis.
By taking the time to meet members face-to-face, visit their facilities and
conduct studies and surveys, VIATeC is better equipped to develop programs and services that will provide maximum value and appropriately represent
the sector to policy makers and the media.

The following projects played a fundamental role in helping VIATeC increase its knowledge of members in the local technology community during 2007/08.

Online Business Directory

VIATeC developed and published an Online Business Directory in 2007 that provides a description of the capabilities of the local advanced technology
sector. Key activities in the creation of this Directory included collecting and refining data, inputting data into a searchable database, and publishing the results via the web. Key technological capabilities have been identified and described and this data is available on the VIATeC website to easily facilitate research and the sourcing of potential partners and/or service providers.

The Directory provides critical information on more than 350 key technology companies, organizations, research institutions and post-secondary
institutions active in Victoria's advanced technology sector. The Directory is
intended to promote the region to potential employees, investors and customers from across Canada and all over the world. Since the creation

of the VIATeC Business Directory in 2007, the company listing has grown by over 40%. Funding and support for this project was provided by the National Research Council and Industry Canada.

Who will see your listing on our site?
·   Job Hunters, Investors, Media, Government, and Project partners.

2008 VIATeC MEMBER FEEDBACK SURVEY

Our annual Membership Feedback Survey was conducted between February 7th and February 11th, 2008. The survey is designed to find out what members like about our current services and events and what they would like to
see changed.

FROM THIS STUDY WE WERE ABLE TO ·

· Receive feedback from our membership on how we can consistently improve our association
· Learn about suggestions for new services and events
· Acquire information so that we can tailor our Strategic Plan to best fit
our Members needs.

SOME KEY HIGHLIGHTS OF THE SURVEY INCLUDED ·

The members are satisfied with the work VIATeC is doing with 99% of survey participants giving VIATeC an overall rating of good, very good or excellent.
Of those 66% rated VIATeC as very good or excellent. Nearly 50% of members indicated that VIATeC is doing better or much better than the previous year.

THE TOP 5 REASONS TECHNOLOGY MEMBERS GAVE FOR JOINING VIATEC ·

1   Network, collaborate and make the right connections – 82.5%
2   Support VIATeC's efforts to strengthen the tech community – 69.1%
3   Support VIATeC's efforts to promote the region – 56.7%
4   Promote our company locally – 56.7%
5   Find employees – 42.3%

THE CURRENT SERVICE AREAS SEEN AS THE MOST BENEFICIAL ·

1   Information – 78.7%
2   Connections – 75.5%
3   Online job board – 72.3%
4   Online company directory – 68.1%
5   Compensation Study – 52.1%

THE CURRENT EVENT OFFERINGS SEEN AS THE MOST BENEFICIAL ·

1   Business education seminars – 78.5%
2   Technology Awards – 76%
3   Island Tech – 66.2%
4   VIAfest – 65%

In the above ratings it is important to take into account that, on average, less than 1% of members indicated any of the services or events as being
"not at all beneficial".

ANNUAL REPORT

VIATeC produced its first Annual Report in September 2007. VIATeC stakeholders now have the ability to learn about VIATeC's fiscal year in review.
As you will find in this document, information related to VIATeC's strategic focus, and events and services provided can be re-visited.

MEMBER RELATIONS & SERVICES

As a membership based organization, VIATeC pro-actively seeks to better understand the needs of its members and to improve the services provided. Staff increase their knowledge of members through onsite visits, participation in peer round table discussions, reviewing the VIATeC Member Feedback Survey and responding to Member inquiries via e-mail and phone. This information is used to provide quality programming tailored to the needs and interests of members.

VIATeC also works with member companies to provide special offers of interest to all members. These offers give VIATeC members exclusive discounts on a variety of products and services. In this manner savings and value added services are made available.

In our efforts to increase communication with our members, the VIATeC Liaison program was started with participation increasing monthly. This program identifies one person within each company who takes the responsibility for distributing communications from VIATeC to the most appropriate team member(s). The Liaison Program has increased the effectiveness of our communications and helps to ensure that opportunities are

02 REGIONAL PROMOTION & ECONOMIC DEVELOPMENT

Be the driving force to promote the accomplishments of the Greater Victoria technology sector and the opportunities within it.

A key role for VIATeC is to make sure that potential employees, investors, companies looking to move and the general public are aware of our thriving technology
sector. As the hub of information for our sector, VIATeC is the natural organization to take on this challenge. Fortunately, as our industry continues to grow,
we have enjoyed a significant increase in awareness in recent years. Going forward, VIATeC intends to solidify awareness of our sector in our own backyard
and begin to open the eyes of nearby cities and markets abroad.

Throughout the year, VIATeC appeared in numerous media interviews and news publications to promote the region and raise awareness of the local tech scene. The Times Colonist, Douglas Magazine, BC Tech Magazine, A-Channel, CFAX 1070, and CH News were the most frequently used media outlets that enabled VIATeC to promote its key messages to the organization's stakeholders. Please reference the following news articles to view examples of VIATeC media
coverage during the year.

PRESS COVERAGE

Times Colonist (May 12th 2007)
Tech Industry Sails to $1.67 billion

Times Colonist (May 24th 2007)
High-Tech Eclipses Tourism

A-Channel (November 9th, 2007)
Island Tech Profile

Times Colonist (November 10th, 2007)
Island Tech Showcases Innovation

Times Colonist (December 7th, 2007)
Island's Technology Firms Boost Revenues

Times Colonist (December 7th, 2007)
VIATeC Donates $182,400 to Food Bank

BC Tech Magazine (January 2008)
'Astounding Advances' in Technology

Business Vancouver Island (January 2008)
VIATeC 25 Produces $866M in revenue

Times Colonist (February 26th, 2008)
VIATeC Seeks Ontario Workers

OTHER PROMOTIONAL AREAS

2007 VIATeC 25

The annual VIATeC 25 Survey asks technology companies founded or based on Vancouver Island
for their revenues and their number of employees for the current and preceding year. This survey is vital for measuring the growth of the industry, and for helping brand Victoria as an emerging technology region. The 2007 VIATeC 25 had combined estimated calendar revenues of $866 million for an average of $34.6 million in annual revenues, up 9% from 2006, and a $71.6 million increase. Gathering this information raises our industry's profile while also confirming its size and strength.

VIATeC E-BULLETIN

The VIATeC E-mail Bulletin was designed so that anyone can tap into what is happening in Greater Victoria's technology sector. The Bulletin provides all the most recent events listings, news items
and job postings and is delivered once a week to over 2300 subscribers. Messages include easy
registration and information links so that busy subscribers can get the information they need quickly and effectively.

INTERESTED IN SIGNING UP FOR OUR WEEKLY E-BULLETIN?
Link: www.viatec.ca/subscribe

VIATeC Monthly Newsletter

The VIATeC monthly newsletter was launched in March of 2008 with the
goal of educating local technology stakeholders about the exciting things
happening in Greater Victoria's local technology industry. Key components
of the newsletter include:

· Information related to a local program or service that will help aide the growth of local tech companies
· Local technology success stories
· VIATeC related news or upcoming events
· A listing of new VIATeC members
· A featured member
· A featured sponsor

The goal of this information outlet is to keep local tech executives and staff members in the "loop" with regards to Greater Victoria technology news. Since conception, the online newsletter has grown consistently each month and we now have over 2200 subscribers.

INTERESTED IN SIGNING UP FOR OUR MONTHLY NEWSLETTER?
Contact: info@viatec.ca.

VIATeC RECRUITMENT VIDEO

One of the key issues put forth from VIATeC's regional study related to talent
shortages. In order to help Victoria's tech community in bringing quality workers
 from abroad into the local region, VIATeC created a Victoria Technology Promo video that has been made accessible to any VIATeC tech-

nology member
company for promotional use. The 5 minute, high-definition video promotes
all of Greater Victoria's major assets including great weather, short commutes,

low crime rates, extensive recreational activities, and most importantly, a thriving technology sector.

INTERESTED IN RECEIVING A COPY OF THIS VIDEO?
Link: viatec.netro.ca

Industry Promotional Campaigns:

TECHTUBE VIDEO AWARD

The TechTube Video Award was created as a special category for the 2007
VIATeC Awards Gala. The objective of this initiative is to help identify Vancouver Island as the optimal location to live, work, and play. The finalists in this
category created and produced a video of working in the technology industry on Vancouver Island. The videos are approximately 2 minutes in length and provide examples of employee work environment, Vancouver Island life style, valuable information and creativity.

The top 4 videos were selected by staff members from VIATeC and

displayed during the awards ceremony on May 15th 2007. The final judging for this award was conducted by the 450 Island technology representatives in attendance. Videos were posted on VIATeC's YouTube channel following the ceremony.

Link: www.youtube.com/user/viatec

WE'RE #1

Following the announcement of Technology being the largest revenue producing private industry in Greater Victoria, VIATeC attached the "We're # 1" slogan to Victoria's tech sector to help brand technology in the local region. On May 15th, VIATeC staff surprised Awards Gala attendees with 500 "We're #1" orange foam fingers. This media stunt produced valuable marketing opportunities including a "We're # 1" photograph on the front page of the Times Colonist Business Section, a unique promotional video, and a year long buzz throughout the technology sector and local business community.

PROVINCE WIDE EFFORTS

BCRSTN (British Columbia Regional Science and Technology Network)

VIATeC has been a member of this network since 2005 and VIATeC's Executive Director, Dan Gunn, continues to serve as its Chair. Key initiatives this past year include the official publication of a study that researched the size and characteristics of the tech sectors in the regions of BC which directly led to the recognition of technology as Greater Victoria's largest revenue producing private industry. The BCRSTN also worked with the BC Innovation Council to hold a conference attended by all the regional tech association and university industry liaison offices to share best practices and seek opportunities for further collaboration.

BCIC (British Columbia Innovation Council)

The BCIC is a Crown Agency of the Province of British Columbia that creates the conditions for top-tier innovation and commercialization within British Columbia in partnership with government, industry and academia. VIATeC is fortunate to have received support from their Science and Technology Fund which has allowed VIATeC to effectively implement its Strategic Plan. VIATeC has committed to assisting the BCIC by promoting New Ventures BC, the recently launched Innovators Network, and the promotion of science fair participation in addition to their other programs including a variety of scholarships.

03 TALENT

Raiseawarenessofthecareeropportunitiesavailablewithinlocaltechnologycompaniesbytargeting experiencedworkersandrecentgraduateswhilealsopromotingtechnologycareerstostudents.

Attracting and retaining talent is undoubtedly the most significant challenge faced by our members today. VIATeC has made this a key focal point for the last three years and has taken steps to address this challenge. Efforts have been put forth by working with industry to draw potential employees to the area and also through increasing the awareness of recent and upcoming grads about the opportunities available to them in Greater Victoria's tech sector.

VIATEC JOB BOARD

A key goal of VIATeC is to promote the career opportunities available within the local technology sector. The VIATeC job board is the driving force behind promoting the awareness of technology related jobs. The VIATeC job board
has seen the number of tech job postings grow by over 600 percent in the past three years. On average, 120 to 150 jobs can be found on the VIATeC
site ranging from developers and engineers, to managers and sales staff.

In 2007, VIATeC created "Hot Jobs" on the VIATeC Job Board. With the
Job Board averaging over 130 postings each week, members are given an opportunity to make their job posting stand out from the rest.

INTERESTED IN POSTING A JOB ON THE VIATeC WEBSITE?

Link: www.viatec.ca/job/VIATeC-Job-Board-Details.pdf

HR PEER ROUND TABLE

Career promotion and enhancement is discussed at the HR Roundtable which is held every second month. Topics at these meetings normally include employee recruitment and retention, succession planning, building strong company culture and other strategic topics.

CAREER FAIRS

In addition to the VIATeC job board and HR Roundtable, VIATeC attends the Camosun College, Vancouver Island University and University of Victoria
career fairs throughout the year. These include the Hi-Tech Co-op Career
Fair held at the UVic Engineering building in September, Vancouver Island
University's Career Development Day and the Camosun College Career Fair held at the Interurban campus in February. At these events, VIATeC is
presented with the opportunity to educate students about Greater Victoria's Technology sector and inform them of the surplus of employment opportunities available within our industry.

ONTARIO RECRUITMENT MISSION

Every year VIATeC studies and surveys reveal that recruiting skilled workers is the biggest barrier to growth for Victoria tech companies. Recognizing this, members of the VIATeC Team took part in a week long job fair held in
Kitchener, Windsor, Hamilton, and Toronto. The Southern Ontario job fair was organized by the Ministry of Economic Development and considered to be the pilot project for potential future recruitment initiatives. The B.C. contingent included more than 35 companies representing all sectors in the province.
The VIATeC team brought along new materials including a high definition video showing what life and working in tech in Victoria is like, a new booth featuring images of the life in Victoria and top end print materials providing more details.

VIATeC staff met with over 2,000 attendees at the four events and educated a broad spectrum of tech recruits, ranging from developers and engineers to managers and sales staff. The weather in the area was the coldest of the year which added to the effectiveness of the Greater Victoria imagery.

Carmanah Technologies, one of Victoria's largest tech organizations, accepted the invitation that VIATeC sent to its members and took part in the week long recruitment fair. Carmanah has since hired two staff members and continue to consider other applicants from the Ontario region. VIATeC team members carefully screened every attendee at each event which resulted in signing up 180 qualified and interested candidates for our weekly e-mail bulletin who
get regular updates from our the VIATeC job board.

HUMAN RESOURCES PANEL

The Island Tech Showcase featured a Human Resources Panel that included HR representatives from some of Victoria's top technology companies. AbeBooks.com, Schneider Electric, GenoLogics, UVic and Camosun Co-op delegates
discussed key technology skills in demand with over 100 attendees.

IEEE CONFERENCE

The 2007 IEEE (Institute of Electrical and Electronics Engineers) International Topical Meeting was held at the Fairmont Empress on October 3rd, 2007.
VIATeC staff educated attendees about Greater Victoria's technology sector and screened applicants who were looking to work in the region.

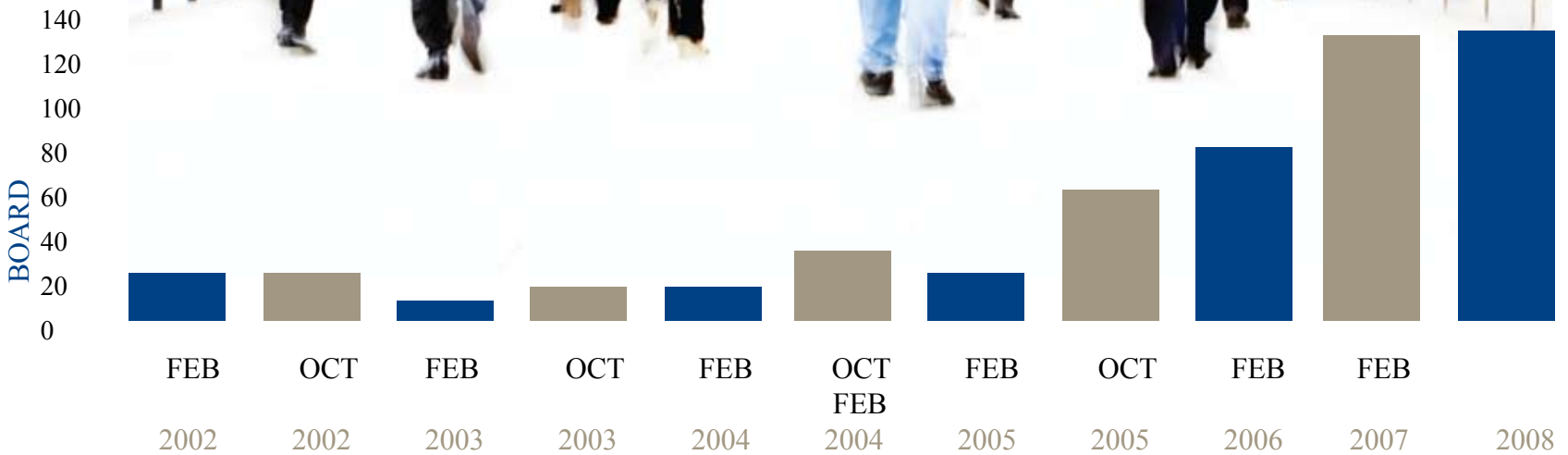## OTHER WAYS THAT VIATeC FACILITATES THE AWARENESS OF CAREER OPPORTUNITIES ARE THROUGH:

- Speaking to University and College classes (e.g. University of Victoria, Camosun College, and Royal Roads University).

- The media (mentions of recruitment, VIATeC Job Board and job opportunities).

- Specific stories focusing on employees and industry leaders.

- Meeting with individuals looking for work.

- VIATeC E-bulletin: Many stakeholders in the technology industry subscribe to the VIATeC e-bulletin in order to

TECH JOBS ARE INCREASING IN VICTORIA, BC

NUMBER OF JOBS POSTED ON THE VIATeC JOB BOARD

	FEB 2002	OCT 2002	FEB 2003	OCT 2003	FEB 2004	OCT FEB 2004	FEB 2005	OCT 2005	FEB 2006	FEB 2007	2008

04 NETWORKING & EDUCATION

Offer top quality networking and community building opportunities between members by providing
valuable information through seminars and other events.

Our industry survey revealed that over 80% of our members list networking as a reason for joining VIATeC. Keeping its eye on the core value of 'Quality', VIATeC hosted many events aimed at bringing the local technology community together while providing interesting and valuable content. If you have a topic that you would like to see covered at a future seminar please submit your proposal to the VIATeC office. Throughout the year VIATeC reviews many seminar and event proposals. Only events that members indicate a strong interest in are approved and put in place.

Island Tech showcases innovation

WORKING

By Andrew A. Duffy
Times Colonist staff

Yesterday was Evan Willms coming out party.
Still a month away from releasing the beta version of BirdDog, a software application that weeds through news articles on the Internet to find what the user is really looking for, the co-founder of MT Mind Technology took advantage of Island Tech at the Victoria Conference Centre to throw open the doors on his young company.

He shook hands, traded business cards and talked shop with the Victoria high-tech community, public and media, but he was first and foremost there to get BirdDog on people's radar screens.

"It's a non-traditional newsreader," he explained, noting the application will, based on a user's response to news items, develop a file of the profile

VIAFEST!

VIAfest is our technology community mixer. These regular gatherings draw
between 70 and 100 members, who network, eat appetizers, and listen to three brief talks from technology company executives who share information about their organizations, and the lessons they've learned along the way.
Last year's line-up included:

April 26, 2007

Sponsored by Export Development Canada and National Bank of Canada

Speaker · Sarah Gulbrandsen, Marketing & Communications Specialist,
Neverblue Media
Topic · Neverblue Media's Success Story

Speaker · Mike Tan, CEO, TeamPages
Topic · Web 2.0 and Social Networks - What's all this hype about?

Speaker · Cliff McCollum, Software Development Manager, GenoLogics
Topic · Agile Product Development – A Transition Story

July 26, 2007

Sponsored by Camosun College

Speaker · Dale Campbell, Managing Director and Partner, Atomic Crayon
Topic · Developing an Effective Internet Presence to Market your Business

Speaker · Alan Smith, CEO, Oprius Software
Topic · Laying a Foundation for a Successful Company and Product Launch

Speaker · Dr. Christoph Borchers – UVic Genome BC Proteomics Centre
Topic · Overview of the UVic Genome BC Proteomics Centre

September 27, 2007

Sponsored by Straith & Company and Doug Ransom

Speaker · Dan Gunn, Executive Director, VIATeC
Topic · VIATeC's Progression Over Fiscal Year 2006/2007

Speaker · Jeff Warwick, President and CEO, Clover Point
Topic · The New Corporate Direction of Clover Point

Speaker · Dale Gann, Vice President, Vancouver Island Technology Park
Topic · VITP and their Future Phased Development

January 24, 2008

Speed Geeking – Sponsored by BC Hydro

In January 2007, VIATeC implemented a new VIAfest format called Speed Geeking. The format involved local company presenters giving elevator pitches to small groups of attendees. This method of mixer proved to be very successful as it provided participants with the opportunity to learn more about our local technology sector, network with more individuals, and ask more detailed questions. Company presenters included:

- Animikii
- Netromedia

March 13, 2008

Sponsored by Sector Learning and Camosun College

Speaker · Scott Dewis, Race Rocks Digital
Topic · Race Rocks Digital Highlighted their 3d Animation Projects

Speaker · Lorne Neil, Caorda Solutions
Topic · 20 Questions with Caorda Solutions

INTERESTED IN ATTENDING A VIAFEST MIXER?
Contact: info@viatec.ca

SEMINARS

Over the course of a year, VIATeC holds a variety of different seminars that vary in length from two hours to two days. VIATeC aims to provide advice that supports the development of highly qualified personnel and business expertise. Seminar topics are focused and determined from the demand of technology community representatives. Seminar attendance normally ranges between 20 and 40 attendees. Between April 2007 and March 2008, VIATeC hosted seminars on the following topics:

· Scientific Research and Experimental Development
· The Prospecting Process
· Information and Communications Technology
· Principles of Sales Mastery
· Mergers and Acquisitions
· Canadian Manufacturers and Exporters
· Globalization in the Green Tech Sector
· Human Resources Panel – Hot Skills in Demand
· A Proven Process to Increase Corporate Revenues

PURE,
NATURAL,
INNOVATION

I'd like to thank my Mom...

FOR TICKETS GO TO – WWW.viatec.ca

2007 VIATeC
TECHNOLOGY AWARDS

The annual VIATeC awards evening captures the enthusiasm,
energy and innovation that characterizes Vancouver Island's
technology entrepreneurs and business people. It's a unique
event for everyone in the community to showcase their ac-
complishments while building profile and increasing credibility
within BC's fastest-growing technology
region. In 2007, over 450 technology executives, politicians
and investors attended the VIATeC Technology Awards gala.

AWARDS RECIPIENTS & FINALISTS

Technology Company of the Year
Sponsored by: Borden Ladner Gervais
Recipient · Neverblue Media Inc.
Finalists
· ParetoLogic Inc.
· Contech Electronics
· AXYS Technologies Inc.
· Neverblue Media Inc.

Emerging Technology Company of the Year
Sponsored by: KPMG EnterpriseTM
Recipient · Oprius Software, Inc.
Finalists
· TeamPages Inc.
· Caorda Solutions
· Solar Inspired Energy Inc.
· Udutu
· Oprius Software Inc.

Product of the Year
Sponsored by: StarFish Medical
Recipient · Hydroxyl Systems Inc.
Finalists
· Quester Tangent
· Hydroxyl Systems Inc.
· Inuktun Services Ltd.
· STR-SpeechTech Ltd.

Innovative Excellence: Process or Product
Sponsored by: AbeBooks.com
Recipient · Archipelago Marine Research Ltd.
Finalists
· Solar Inspired Energy Inc.
· Archipelago Marine Research Ltd.
· Quester Tangent

Innovative Excellence: Software or Electronic Service Delivery
Sponsored by: Ernst and Young
Recipient · ParetoLogic Inc.
Finalists
· Etraffic Solutions
· ParetoLogic Inc.
· Udutu
· Edoc Systems Group Ltd.
· EDS Advanced Solutions

Newsmaker of the Year
Sponsored by: Times Colonist
Recipient · Contech Electronics
Finalists
· Contech Electronics
· Triton Logging Inc.

HR Excellence
Sponsored by: Information & Communications Technology Council
Recipient · GenoLogics Life Sciences Software Inc.
Finalists
· Neverblue Media Inc.
· EDS Advanced Solutions
· GenoLogics Life Sciences Software Inc.
· Daniels Electronics Ltd.

Online Strategy of the Year
Sponsored by: Sharps Audio Visual
Recipient · Atomic Crayon
Finalists
· CMAEON
· Falcon-Software
· Star Global Advanced IT Corp. Ltd.
· Hydroxyl Systems Inc.

· Atomic Crayon
Executive of the Year
Sponsored by: Corporate Recruiters
Recipient · Wayne Poncia - Etraffic Solutions
Finalists
· Wayne Poncia - Etraffic Solutions
· Elton Pereira - ParetoLogic Inc.
· Gary Eisenstein - Falcon Software

Employee of the Year
Sponsored by: Working.com
Recipient · Noah Wheelock - Atomic Crayon
Finalists
· John Austin - Falcon-Software
· Noah Wheelock - Atomic Crayon
· Jon Preston - Quester Tangent

The Colin Lennox Award for Technology Champion
Sponsored by: Aspreva Pharmaceuticals
Recipient · Peter Berrang

Environmental Excellence
Sponsored by: Royal Roads University
Recipient · Triton Logging Inc.
Finalists
· Triton Logging Inc.
· Hydroxyl Systems Inc.

TechTube Employee Video Award
Sponsored by: Telus
Recipient · Caorda Solutions
Finalists
· Atomic Crayon
· Carmanah
· Caorda Solutions
· Quester Tangent

VIATeC Member of the Year
Sponsored by: Doug Ransom
Recipient · AbeBooks.com

ISLAND TECH 2007

With the help and support of its members, on November 9th, 2007 VIATeC hosted Island Tech, a one-day exposition of Vancouver Island technology firms and research agencies.

Island Tech 2007 celebrated the world-class innovation, research and technology that has been generated on Vancouver Island. The venue provided an opportunity for local technology companies and research agencies to meet and show their creations, and a chance for the public, the media, government, students, potential investors and technology workers to discover what's happening in Vancouver Island's thriving technology community.

Island Tech was a huge success with over 80 companies participating. More than 3000 attendees visited the showcase, having the opportunity to network with key HR contacts including many of Greater Victoria's top companies.

Highlights at the event included a Showcase Theatre and Innovation Showroom. The Showcase Theatre featured 7 guest speakers including an HR Panel that
discussed the critical skills that are currently in demand. The Innovation Showroom featured 12 unique, eye catching technologies that attracted special
attention from onlookers and media throughout the day.

INTERESTED IN BEING AN EXHIBITOR OR SPONSOR AT ISLAND TECH 2009?
Contact: info@viatec.ca

TECHAPALOOZA

The Tech Community Picnic was an all-day event with food, music, games
and fun where local CEOs raced against one another in soap box derby cars
in support of the Canary Foundation, an organization devoted to the early
detection of cancer research. In June, 2007, the picnic and Canary Derby raised over $120,000, all of which was donated to the Canary Foundation and the BC Cancer Foundation.

VIATeC GOLF TOURNAMENT

The 2007 VIATeC Golf Tournament was held on August 24th, 2007. The event was held at Bear Mountain Golf & Country Club – one of the most exciting golf courses on the West Coast. The VIATeC tournament provides senior
decision makers in the technology industry the opportunity to network,

2007 VIATeC CHRISTMAS PARTY

Each year VIATeC likes to usher in the holiday season by saying thank you to those that matter most...our members! All members were encouraged to bring their staff to mix and mingle at our annual celebration. We had over 300 people attend our Christmas party at Element Night Club and great fun was had by all. In addition to a lively crowd and modern vibe, the winners of the 2007 Food Bank Challenge were recognized for their generosity.

2007 VIATeC FOOD BANK CHALLENGE

The 2007 VIATeC Food Bank Challenge was a tremendous success. Greater Victoria Technology companies donated $81,400 in cash and 3,578 pounds
of food to the Mustard Seed Food Bank. Fifty local advanced technology
companies participated in the 2007 Challenge where they competed to

see who could donate the most overall or per employee, and received points for food and cash donations.

The total value of food and cash donations totalled $182,400 and was enough to feed 4,200 people for over a month. Since the Challenge started five years ago the sector has donated a total value of $684,000.

Winners of the 2007 Food Bank Challenge were recognized at VIATeC's annual Christmas Party at Element Night Club on Thursday, December 6.
The final results are displayed below:

Total Points Contribution
1   Schneider Electric
2   Aspreva
3   IBM Software Lab

Points Per Employee Contribution
1. Aspreva
2. Smart Dolphins
3. IBM Software Lab

05 CONNECTIONS & MENTORING

Connect technology companies and entrepreneurs with mentors and advisors along with appropriate   introductions and topic specific information as requested.

Site Visits and Introductions

Each member of the VIATeC staff plays a role in visiting local technology companies to continually strengthen the relationship between VIATeC and its members. During site visits, VIATeC ensures that members are aware of all membership benefits and those companies and their employees are fully utilizing all of the opportunities
available to them.

Another core VIATeC strategy used to create connections is the facilitation of introductions. VIATeC facilitates meetings between job seekers and leaders from our

PEER ROUND TABLES

Round tables are intended to function as forums where industry peers can meet to share best practices, exchange information about local market conditions and form strong networks crucial to the success of Victoria's growing advanced
technology sector. Currently, VIATeC facilitates five peer round tables:

1. CEO Round Table (10-20 registrants per monthly meeting)

The CEO Round Table meets each month to discuss ideas, issues and challenges specific to senior decision makers at Greater Victoria advanced technology
companies. This is the longest running round table and its success has been proven through knowledge transfer and finding solutions to issues that have benefited the technology sector.

2. Advanced Manufacturing Round Table (15-30 registrants per bimonthly meeting)

The Advanced Manufacturing Round Table acts as a forum where operations managers from local manufacturing firms can meet to discuss best practices such as implementing appropriate manufacturing methodologies, Lean Manufacturing, Kanban, sourcing, and deploying MRP/ERP systems. Up to 20 local companies from Victoria and Nanaimo attend this round table.

3. HR Round Table (10-15 registrants per bimonthly meeting)

The Human Resource Manager Round Table acts as a forum for senior HR
practitioners in Victoria. Topics include employee recruitment and retention,
succession planning, building strong company culture and other strategic topics. Up to 15 of Victoria's HR managers attend this round table.

4. Software Manager Round Table (15-20 registrants per bimonthly meeting)

The Software Manager Round Table is intended to be a forum where senior managers at local commercial software companies developing products for an enterprise environment, can meet to share resources about a variety of topics. These include software development methodologies, Agile and Scrum, project management, human resource management, and succession planning.

5. Product Manager Round Table

The VIATeC Product Management Round Table promotes and enhances the
discipline of product management and product marketing management

FUNDING PARTNERS

The funding partners listed here have enabled, and continue to enable VIATeC to serve as the conduit that connects the people,
resources, and knowledge to grow a successful technology sector in Greater Victoria.

· BRITISH COLUMBIA INNOVATION COUN-
CIL

· SERVICE CANADA
· NATIONAL RESEARCH COUNCIL
· INDUSTRY CANADA
· WESTERN ECONOMIC DIVERSIFICATION

· CITY OF VICTORIA

· TOWN OF SIDNEY

· DISTRICT OF SAANICH

SUSTAINING PATRONS

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