



I can **accelerate**
my company here

I founded a
company here

I **graduated from**
UVic and now I
work here

I sell my product
globally here

I found my
career here

Where **great ideas** happen



**VANCOUVER ISLAND
TECHNOLOGY PARK**
A University of Victoria Enterprise

Exceeding expectations



University
of Victoria

A knowledge-based economy can help to build “a society that creates, shares and uses knowledge for the prosperity and well-being of its people.” The Premier’s Technology Council has long advocated that BC acknowledge this global shift and strive to become a knowledge-based society.



The University of Victoria’s Vancouver Island Technology Park (VITP) continues to surpass our expectations by expanding our capacity for knowledge transfer, creating a home to spin-off companies launched by faculty, graduates and students, as well as providing experiential learning opportunities for our co-op students.

It’s dynamic culture, encouraging a close and informal consultation among its tenant companies and organizations, generates cutting-edge ideas and innovation.

With continued support, VITP will continue to grow and contribute to Canada’s efforts in becoming more competitive on a global stage.

David H. Turpin, PhD, FRSC
President and Vice-Chancellor
University of Victoria

Beautiful **British Columbia** — an attractive package

British Columbia is a scenic gateway between North America and Asia with unlimited economic opportunities as well as an innovative and skilled workforce. Its diverse natural environment, population & strong economic base make it irresistible to informed businesses around the world.

Best of all, the provincial government has introduced various business incentives to attract companies to British Columbia and has recently invested over \$1 billion in research and development. Targeted tax incentives and improved access to venture capital are also in place to further assist innovative British Columbian tech companies to grow and prosper.

Victoria — old world charm with a **high tech** spin

Don’t let the quaint cobblestone roads of old town, elegant boutiques and sidewalk cafés fool you. Victoria is British Columbia’s fastest growing technology centre and has the highest percentage of university graduates of any Canadian city.

The University of Victoria, Royal Roads University, and Camosun College are all within a 16 kilometer radius of VITP, so access to some of the brightest minds in the country is guaranteed.

Victoria’s technology sector is comprised of over 900 technology companies, contributes \$2.65 Billion in annual economic impact and employs over 12,600 people.

Driving the Canadian economy



Canadian research parks create high technology jobs, facilitate the process of incubation, acceleration and commercialization, attract talent, liaise with business, government and academia, and contribute in a meaningful way to the advancement of the national science and technology movement and regional economic development initiatives.

Through ongoing partnerships with universities, municipal, provincial and federal governments, economic development agencies and the national research councils, to name a few, research parks bring together people, communities, ideas and resources.

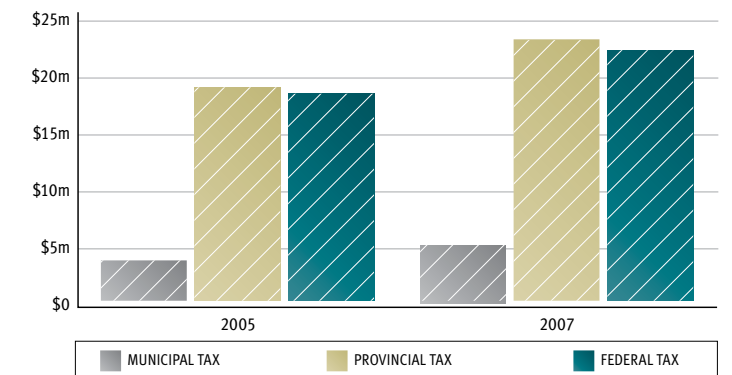
The nearly 1,000 knowledge-based businesses located in 26 research parks across Canada are strengthening the innovation system, increasing global competitiveness and continually contributing to Canada's economic prosperity.

VITP — an economic powerhouse

From its beginnings in 2002, VITP has become an important economic force in Victoria, Canada and around the world. VITP's ultra-modern park enhances the creativity and productivity of its tenants by clustering new media, wireless, life sciences, ocean technology and ICT companies in an environment that is second to none.

The 2007 economic impact of VITP to the Canadian economy was \$385.5 million – an increase of 13 percent over the total economic impact of \$317.5 million contributed in 2005. The economic impact data is comprised of total sales revenue, total tax revenue, construction tax, and total business visitor impact. Not only does VITP contribute significant dollars to our economy, it is also a powerhouse in generating jobs. In 2007, VITP created 2,120 direct, indirect and induced jobs – an increase of over 100 jobs since 2005.

In 2007, activated at VITP alone, contributed a total of \$51.4 million in tax revenues to the economy, including \$5.1 million in municipal taxes, \$23.4 million in provincial taxes, and \$22.8 million in federal taxes.



VITP — BITS & BYTES

- › Located in Victoria, British Columbia VITP is easily accessible from Vancouver, Seattle, Portland, San Francisco and other technology meccas in the Pacific Rim.
- › The number of VITP-based employees holding a university degree exceeds 63%, three times that of the provincial average in British Columbia.
- › VITP is an enterprise of the University of Victoria, one of Canada's leading research institutions.
- › The VITP facilitates the growth of technology by providing physical infrastructure linking provincial, national and international resources with emerging or growing tech companies.
- › VITP works with VIATeC, UVic's IDC, BCTIA and other partners to assist with the identification and introduction of angels, venture capitalists and institutional bankers.

VITP THOUGHT LEADERSHIP SERIES – GOING BEYOND

In 2010, VITP launched a Thought Leadership Series with the intent to bring together leaders from the knowledge community for inspirational evenings. Part of VITP’s culture is driven by a continual generation of fresh perspectives and ideas to stimulate and fuel entrepreneurial innovation and success.

It’s a case for good business

VITP concentrates on secure relationships with organizations as well as universities/colleges and their research capacity and human capital therein, to guarantee solid access to a depth of knowledge and expertise unparalleled in most markets.

VITP is committed to supporting tech businesses in every stage of their growth from the incubation of new technology-oriented businesses to fostering their economic growth by assisting them to commercialize key technologies.

The scope of services and expertise VITP offers is unlimited.

- › **VITP creates** an environment that allows companies to attract and retain high-value jobs for the community.
- › **VITP assists** in the identification and introduction of angels, venture capitalists and institutional bankers.
- › **VITP promotes** the reputation of its academic institutional partners.
- › **VITP partners** with technology associations to attract and retain high-technology companies.
- › **VITP develops** lasting partnerships among regional, national and international industries, governments and academia institutions.

Our vision

We enable people and ideas to connect through our power of place... a physical and cultural environment that accelerates innovation, knowledge and the growth of small to medium sized enterprises to provide benefit to the University of Victoria and the community as a whole.



“VITP is a significant contributor to the local economy and a major center of high technology employment in Greater Victoria. As an integral part of the University of Victoria, VITP contributes to the commercialization of university technology and provides high quality, high wage jobs for university graduates. Students are also able to access experiential, entrepreneurial and innovative opportunities from both their academic foundation and co-op experiences.”

Dale Gann, President of VITP & Founding President of AURP Canada

OUR VALUES

SERVICE – our creation of an integrated social and physical space and our attention to the unique needs of our clients enables their and our success.

FINANCIAL & ENVIRONMENTAL SUSTAINABILITY – our sound financial & environmental management ensures efficient and effective return on our investments.

ENTREPRENEURIAL CULTURE – our supportive, spirited ‘can do’ and give back culture is the fundamental ingredient of our capacity for engaging all in new venture creation.

COLLABORATIVE ENVIRONMENT – our dynamic atmosphere of cooperative networks connects and facilitates on-going exploration and advancement of issues, ideas and practices.

THOUGHT LEADERSHIP – our continual generation of fresh perspectives and ideas stimulates and fuels entrepreneurial innovation and success

PEOPLE – our atmosphere excites and grows an increasingly knowledgeable, creative and committed work force.

A 2-way street – connecting academia and the technology industry

EXPERIENTIAL EDUCATION – THE UVIC FOCUS

As VITP is an enterprise of the University of Victoria (UVic), the Peter B. Gustavson School of Business, the Faculty of Engineering and the School of Earth and Ocean Sciences have become increasing sources for student employment, development and mentorship at the park – helping draw some of the brightest minds to our community and keeping them here.

By providing one-on-one introductions, mentorship referrals, and networking sessions, VITP offers access to industry and promotes opportunities for co-op and graduate students to be absorbed into our companies.

Through the Thought Leadership Series, VITP provides both undergraduate and graduate students the opportunity to learn from and interact with innovative “thought” leaders and then participate in a networking session with local business leaders.

The secure ties to UVic also allow VITP to leverage its academic resources and provide our tenants with unmatched access to students, faculties and research platforms in order to help grow and develop their companies.

Research inspired learning; the **benefits** are clear



“UVic’s co-op program has provided me with the opportunity to build relationships and connect with the Victoria business community. My position at Vancouver Island Technology Park has given me hands-on experience writing business cases and working with local entrepreneurs. This job has been invaluable in expanding my skill set outside of the classroom.”

Fiona Nordean, past co-op student with VITP and 10,000th placement from the UVic Peter B. Gustavson School of Business.

UVic aspires to be Canada’s premier comprehensive research-intensive university offering internationally recognized research platforms.

UVic’s research mission is to benefit society through the advancement and application of knowledge, creative and artistic expression, and the creation of a research-inspired learning environment, which they have accomplished with the help of VITP through their three research platforms.

The UVic Genome BC Proteomics Centre is a state-of-the-art, not-for-profit

proteomics research facility located at VITP. It is supported by a collaborative relationship between Genome BC and UVic and is the longest operating proteomics core facility in Canada.

UVic’s internationally recognized ocean observatory, consisting of the VENUS (coastal) and NEPTUNE Canada regional networks, which supports a new generation of coastal and deep ocean research.

Insert great ideas here...

What happens when a research company develops a great idea or a

company needs the expertise of UVic faculty? Enter the Innovation and Development Corporation (IDC), UVic’s industry liaison office.

The IDC serves as a portal for private sector collaboration and a launch pad for commercially viable inventions and concepts. Each year IDC helps negotiate hundreds of industry contracts, files dozens of patents and actively promotes UVic technology and expertise. The IDC has boosted the local economy through the creation of more than 40 spin-off companies.

Our secret sauce



The recipe for success at VITP is simple – its people. In today’s world, in order to attract and retain quality talent, companies need to create an environment that enhances productivity and efficiency. Access to a FIFA™ regulation soccer field, café, lounge, fitness centre and walking trails are just some of the luxuries that have become a part of the daily-life for those that populate VITP.

CAFÉ AND CATERING

The Hard Drive Café opened alongside the Park in 2002, is owned by VITP and operated by Geffen Gourmet Catering. The café mirrors the Park’s dedication to sustainability and works to source organic, local and recyclable products and; of course, offers an exceptional menu to staff and visitors of the Park.

RECREATION

VITP has been proactive in promoting employee wellness at the Park. Various fitness boot camps are regularly scheduled and are designed to assist individuals with weight training, cardiovascular activity, and a healthy lifestyle.

FITNESS

VITP’s fitness centre is available for all employees of the Park 24/7. The gym is equipped with weights, machines, treadmills, steppers, bikes and rowing machines. Change rooms offer individual shower stalls and lockers. Personalized training is available through a third-party fitness trainer.

BICYCLE TRAILS & BIKE LOCKERS

VITP is fortunate to be located within a large grid of biking trails that make it easy for bike enthusiasts to travel to and from the Park. A secure bicycle lockup facility is available and offers 24-hour camera surveillance.

BASKETBALL AND VOLLEYBALL COURTS

The spring and summer months draw many tenants to VITP’s basketball and volleyball courts. During breaks and lunch hours, it is common to see companies outside cheering on their colleagues in friendly games of basketball and volleyball.

CONFERENCE CENTRE

Known as “the heart of the park” the Conference Centre is open for both tenant and public use in two separate spaces: the conference room and the boardroom. This state-of-the-art facility is monitored by security 24/7 and is designed to host a wide variety of events that range from large press announcements to intimate board meetings.

LOUNGE

The lounge is the latest addition to the Park’s service offering. It extends the traditional office borders to include a collaborative space for both tenants and visitors to hold impromptu meetings, work outside of their desk and get the creative juices flowing.



Infrastructure and support to depend on

IT SUPPORT

VITP offers access to on-site IT service providers. They provide tenants access to technical support with their equipment, network and servers and offer special VITP-specific support plans that can be tailored to address individual business needs.

COMMUNICATIONS SUPPORT

VITP provides tenants with access to a robust IT networking environment. VITP currently offers a managed services model providing full IP Telephony and Network Management for companies within the Park.

Companies within VITP will be able to leverage the existing infrastructure for one low monthly cost and will save time and valuable resources, receive huge cost savings and achieve large company functionalities.

BACK-UP POWER

VITP offers an ultra-modern back-up power generator on site. This 900kW generator allows VITP to remain fully operational if the region experiences any power outages. All tenants have the option of hooking onto the generator for their own power needs.

TECHNICAL INFRASTRUCTURE

VITP offers its tenants and users of the Conference Centre a vast array of technical features and provides dedicated individual POP Rooms for Shaw Communications, Bell Canada, TELUS and BCNET.

From connectivity to communications, VITP showcases the latest in IT technology for tenants and users alike.

- › Secure LAN infrastructure with access anywhere in the building and isolation for each local tenant
- › High bandwidth 10/100 MB data and Internet services
- › High speed Internet routing and firewall
- › Encrypted remote access VPN (Virtual Private Network) access to the VITP network
- › IP based voice and video telephone system
- › Voicemail with secure email integration per tenant
- › Public wireless access to the Internet



Next Generation VITP – Master Plan 2007

PHASE II SITE B

- › GROSS FLOOR AREA: 80,000 sq. ft.
- › NUMBER OF FLOORS: 4
- › NEW PARKING SPOTS: 70
- › POPULATION: 500
- › CONNECTIVITY: physical/wireless, BB
- › POWER SYSTEMS: on-demand back-up power

PHASE III SITE C

- › GROSS FLOOR AREA: 76,700 sq. ft.
- › NUMBER OF FLOORS: 4
- › NEW PARKING SPOTS: 267
- › POPULATION: 500
- › CONNECTIVITY: physical/wireless, BB
- › POWER SYSTEMS: on-demand back-up power

PHASE IV SITE D

- › GROSS FLOOR AREA: 80,000 sq. ft.
- › NUMBER OF FLOORS: 4
- › NEW PARKING SPOTS: 245
- › POPULATION: 500
- › CONNECTIVITY: physical/wireless, BB
- › POWER SYSTEMS: on-demand back-up power

PHASE V THE ATRIUM

- › GROSS FLOOR AREA: 13,500 sq. ft.
- › NUMBER OF FLOORS: 2
- › NEW PARKING SPOTS: 20
- › POPULATION: 75
- › CONNECTIVITY: physical/wireless, BB
- › POWER SYSTEMS: on-demand back-up power

MASTERPLAN 2007

- › LEASE SPACE: 235,000 sq. ft.
- › RETAIL SPACE: 15,000 sq. ft.
- › BUILDING HEIGHT: 18 m (4 storeys)
- › PARKING: 1,285 cars
- › CONNECTIVITY: OC-48
- › ZONING: P-12 Institutional/Technology Park Zone
- › SITE AREA: 35 acres

VITP PHASE I SITE A

This multi-tenant building provides 165,000 sq.ft of lab and office modules for the ICT, wireless, new media, life science, and clean-tech. The existing building is comprised of three wings, connected by a central hallway on two upper storeys, and at the basement level. This central connecting spine allows for an enclosed connection to the central amenities, as well as an ideal place for interaction and networking between colleagues and other tenants. Building 200 is home to VITP amenities, including the 24/7/365 building security, Conference Centre, Hard Drive Cafe, and a fitness studio.

A CULTURE TO BUILD ON

The innovative building design of the Vancouver Island Tech Park encourages connectivity and synergy between companies by linking all three buildings via corridors. It is this connectivity that creates a culture and an environment that allow companies to attract the best and brightest intellectual minds in the province.

THE ROAD TO GROWTH

VITP’s Masterplan 2007 places a strong emphasis on the building of a ‘tech community’ at VITP. Rather than simply provide real estate to lease to technology tenants, the intent is to provide a LEED certified physical environment that supports and enhances the intellectual and social interaction of VITP’s companies and their employees.

The proposed expansion at VITP will provide an environment where the physical closeness of complementary firms, industry partners, business mentors, support facilities, and investors allows small and growing firms to thrive.

BUILDING A ‘TECH COMMUNITY’

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Today’s expectations for amenities go beyond fitness studios and basketball courts to encompass the overall quality of community life for knowledge workers and their organizations and this is exactly what the VITP Masterplan 2007 proposes to offer.

BUILDING FLEXIBILITY

While still multi-tenant in nature, the new building elements have had their parameters adjusted to suit the anticipated market mix. The new buildings can now serve start-up tech, bioscience/ lab, research and development, and IT or general offices in a wide range of ratios.

DEVELOPMENT OBJECTIVE

The VITP development objective is to expand the current site to accommodate an additional 235,000 square feet of new tech space with 15,000 square feet of complementary retail/amenity space to expand VITP to 415,000 sqft. This site can accommodate high-tech manufacturing, research and technology office and lab space.



VITP — A LEEDer in sustainability

VITP is the first project in Canada to achieve certification under the U.S. Green Building Council's Leadership in Energy & Environmental Design (LEED™) Rating System. The LEED 2.0 Gold rating reflects the steadfast commitment of VITP to sustainable development, and distinguishes this project as an outstanding accomplishment in the field of green building.

LEED™ is the nationally accepted benchmark for the design, construction, and operation of high performance green buildings. LEED™ gives building owners and operators the tools they need to have an immediate and measurable impact on their buildings' performance and recognizes performance in five key areas of human and environmental health: sustainable site development, water savings, energy efficiency, materials selection, and indoor environmental quality.

Going Beyond LEED

VITP continues to provide clients excellence through environmental stewardship by taking their operations beyond LEED standards.

VITP has institutionalized "the Network as the Fourth Utility" by introducing innovative building infrastructure. By elevating the importance of connectivity and integrating a building mediator with energy monitoring software, VITP has been able to cut the cost on operations, reduce energy consumption as well as minimize their own carbon footprint. Monitoring energy consumption in real-time allows VITP to proactively identify energy savings opportunities.

Benefits obtained by implementing the "4th Utility":

- › Differentiation
- › Tenant attraction
- › Triple bottom line
- › New interaction, environments, and business

The power of place + the human network = increased productivity and reduced carbon footprint. **It's not just the companies who demand it – it's their employees...**

SUSTAINABLE AWARDS

- › BOMA Earth Award (sponsored by BC Hydro Powersmart)
- › Greenways Developer's Award
- › 2006 Finalist VIATeC Environmental Award
- › 2003 NRC Innovation Award for Sustainable Development
- › 2002 Minister's Environmental Award
- › 2002 UDI Award for Excellence in Urban Development

Great minds think alike – working in partnership

VITP is working closely with a variety of partners to provide instant access to human and intellectual resources necessary to facilitate growth. Strategic partnerships are imperative to the success of VITP and building the Greater Victoria knowledge-economy.

VITP is continually searching for strategic partnerships that can, in return, assist VITP companies for the betterment of their businesses, promote the growth of local technology companies and attract new ones to the region.

WESTERN ECONOMIC DIVERSIFICATION (WD)

VITP has been in partnership with the Western Diversification Program since the inception of the Park. The Western Diversification Program played a significant role in the creation of VITP's Conference Centre through their significant financial contribution which allowed VITP to create a world-class meeting place for the technology community.

VICTORIA ADVANCED TECHNOLOGY COUNCIL (VIATEC)

Located at VITP, VIATeC is the conduit that connects people, knowledge and resources necessary to grow a successful technology sector in Greater Victoria. VITP's secure relationship with VIATeC allows us to work closely with their membership, which currently stands at over 350 companies.

BC TECHNOLOGY INDUSTRY ASSOCIATION (BCTIA) – CENTRE4GROWTH (C4G)

BCTIA launched a new Venture Services initiative, C4G in September 2010. The core of the initiative is a one-on-one coaching program provided by a network of seasoned CEOs in Residence.

Most of the services are delivered at no cost and include executive education, international business linkages through trade missions, access to virtual resources through the Centre4Growth website, and affordable access to market research.

CAMOSUN COLLEGE

Camosun College is adjacent to the Vancouver Island Technology Park and has recently taken on a new role as a centre of excellence for technology access, product development and business process optimization. Colleges like Camosun service the procedural side of the technical knowledge spectrum, effectively complementing research universities.

Benefits of the VITP-Camosun Partnership:

- › Access to one another's facilities (Conference Centre at VITP & Theatre Rooms at Camosun)
- › Child Care Facilities
- › Alliance to develop sport technology companies with Pacific Sport Institute and Camosun
- › Access to human talent pool from Camosun

WESLEY CLOVER & BC INNOVATION COUNCIL (BCIC) – entrepreneurship@UVic

In 2009 Sir Terence Matthews, founder and Chairman of Wesley Clover and world-class serial entrepreneur, inspired a new generation of entrepreneurs and gave rise to the entrepreneurship@UVic program.

entrepreneurship@UVic, developed by BCIC in partnership with UVic, premier investment group Wesley Clover and the Alacrity Foundation, offers engineering graduates specialized entrepreneurship training, and real life experiences, guidance and mentorship from successful technology developers and investors. Upon completion of the program, students will leave with Master's degrees, entrepreneurship graduate diplomas and arguably more important, will have developed their own companies.

NRC/IRAP

NRC Industrial Research Assistance Program (IRAP) supports small and medium-sized enterprises in Canada to grow stronger, grow faster and grow bigger through innovation and technology. They help firms to develop technologies and successfully commercialize them in a global marketplace. They do this by providing technical and business advisory services and financial assistance to the small and medium-sized enterprises they serve.

Genius

is one percent

inspiration

and ninety-nine percent

perspiration.

Thomas Edison

Logic

will take you

from A to B.

Imagination

will take you

everywhere.

Albert Einstein

Failure

is the opportunity

to begin

again more

intelligently.

Henry Ford

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