



***ACCELERATES SUCCESS**

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Executive Director
Innovation Factory

Agenda

- Remind you who we are
- Tell you what we did
- Funding
- The Road Ahead



WHAT WE DO

iF provides entrepreneurs with commercialization services to help bring disruptive (unique/IP) technologies to market, increase revenues, attract investment and create jobs.

We work with high-potential entrepreneurs in six sectors.



INFORMATION
TECHNOLOGY



ADVANCED
MANUFACTURING



CLEANTECH



LIFE SCIENCE



INTEGRATED
MOBILITY



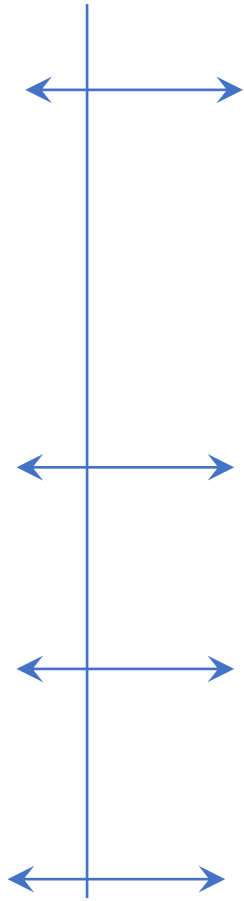
SOCIAL
INNOVATION



Our Landscape and Partners



Some of our other brands



Funded by



Ministry of Economic Development, Job Creation & Trade

Tenant of



Partnered with



Funded by



Ontario



Ontario Centres of Excellence
Where Next Happens

Supporting Partner



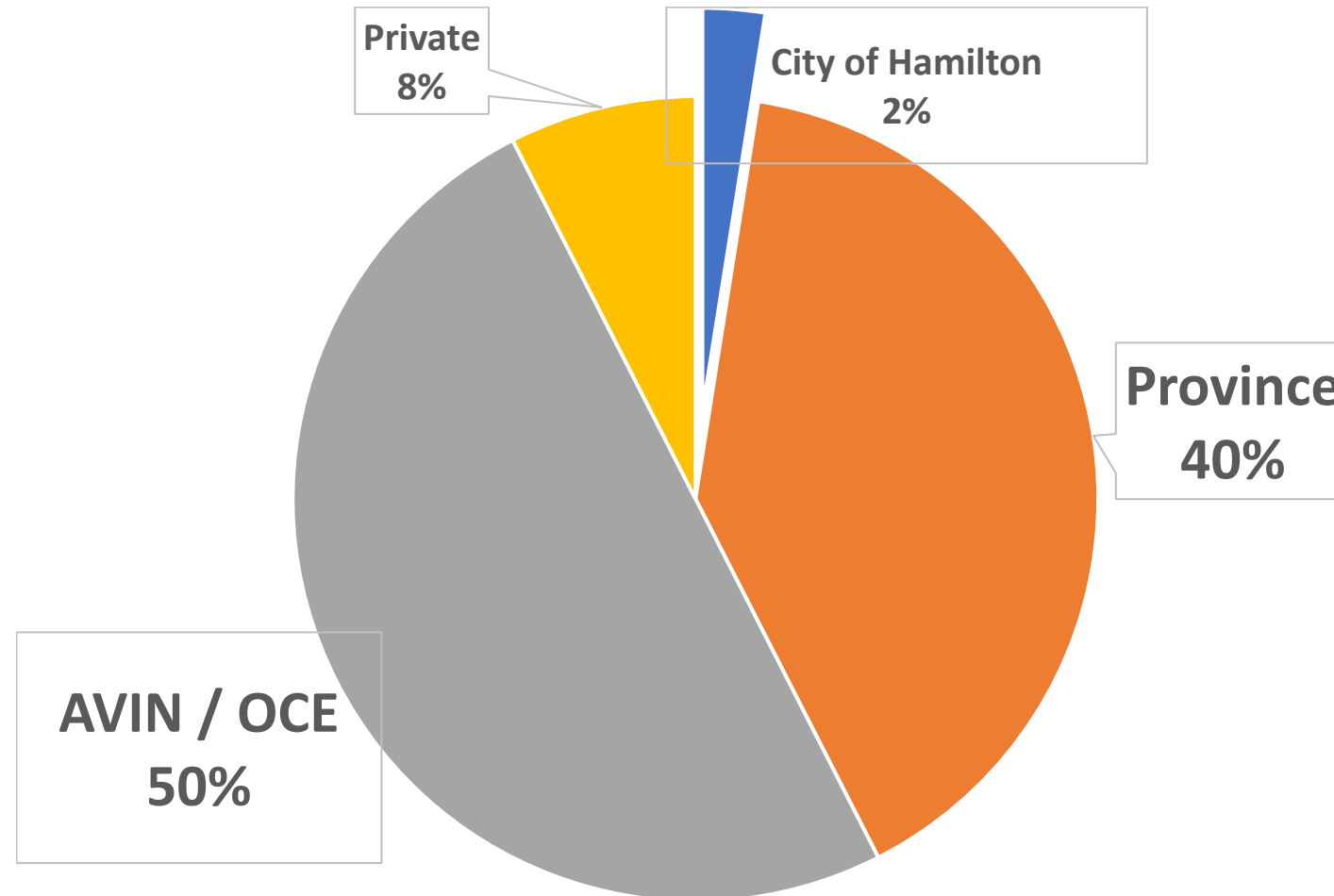
synapse
life science consortium

Supported by



Funding

Approximately \$2million annually + \$1million in-kind



The Last 7 Months – Post Pandemic

Like a lot of organizations, we had to adapt fast and change our offering to support new problems that our clients and the community face

- Online client meetings (of course)
- Online Training (of course)
- Started to think about the office of the future
- Supported need for PPE and coordinate efforts around the community and beyond
- Frequent Client Check-ins
- Participated in Weekly calls with
 - Innovation, Science and Economic Development Canada (ISED)
 - Ministry of Economic Development, Job Creation and Trade (MEDJCT)



Office of the Future?

We duplicated what Stanford University did and created a virtual office with a product called Virbela. The platform we used supports, Voice, Video screen sharing, collaboration



Feels hokey at first but surprisingly good at keeping a sense of community

Saw national television coverage on CityTV, and Global

In the end its very taxing on the power of your computer and was not quite ready for prime time.



Supporting PPE Needs

- Direct the energy of people with 3d printers aka “Makers”
- Create a list of people with equipment
- Focus people on existing initiatives, not creating new ones
- Share other funding opportunities

Outcomes

- About a 1,000 people joined various efforts

The screenshot shows the Maker Militia.com website, which is dedicated to rallying makers to help fight COVID-19. The website features a navigation bar with links for Home, Enroll Your Devices, Share Your Project or Event, Projects, Design Challenges, News, and Contact Us. The main content area is divided into several sections:

- Enroll Your Printer / 3D Laser Cutter:** A section for makers to share their equipment. It includes a button to "Enroll Your Printer / 3D Laser Cutter" and a link to "Share Project, Design Challenge / Hackathon".
- Projects Looking for Makers:** A section listing various projects that need makers. One prominent project is "Hamilton Rallies its 3d Printers to for COVID-19", which is also featured in a larger article below. Other projects include "Michael Garron Hospital Challenges Sewers to create 1000 Masks a Week", "Operation COVID Mask Hamilton", "3DPrintedPPE.com - Another Resource to Coordinate Makers For Your PPE Project", and "Michael Garron Hospital Calling on Makers to Print PPE Visors".
- Hackathons and Design Challenges:** A section listing various challenges and hackathons. One prominent challenge is the "\$200,000 Code Life Ventilator Challenge", which is also featured in a larger article below. Other challenges include "#BuildforCOVID19 Global Online Hackathon", "Analysis of Open Source COVID-19 Pandemic Ventilator Projects", and "\$50 Million in Supercluster Funding for Rapid Response to COVID-19".
- News:** A section listing various news articles. One prominent article is "Ontario Centres of Excellence (OCE) Launches COVID-19 Collaboration Platform". Other news items include "Jim Estill, CEO of Danby launches Ventilators for Canadians", "Kitchenier company gets Health Canada approval to produce face shields", "Quebec's 3D printers are ready and willing to help fight COVID-19", "APMA One Million Mask Challenge", "CSA - COVID-19 Response Standards & Handbooks", and "Ontario Together Program to gather business supplies, manufacturing capacity and expertise".

Business Check-ins So We Could Advocate for our Entrepreneurs

We did a regular check-ins with clients for a couple reasons

1. Give feedback to Minister Joley who was advocating various funding programs during the pandemic. Who needs what? What programs we utilized?
2. Feedback to other Government funders on the impact of their COVID-19 programs
3. Understand what clients were thriving because of COVID-19 and what clients were suffering. Direct to relief funding

And We Ran Our Pre COVID-19 business

- Client 1-1 meetings
- Manage our Mentors and Executives in Residence
- Training and workshops
- Synapse Life Science Competition
- Lions Lair Competition
- Future of Mobility Conference
- Advanced our Smart City Lab (Thanks EcDev and Cyrus Therani (Chief Digital Officer))
- Support Hamilton's ICF bid
- Advocate for Hamilton's fair share of funding
- Launched our Client Directory

Centre for Integrated Mobility

Smart Cities, Smart Goods Movement


- Feb 2020
- Hamilton Warplane Museum
- >200 thought leaders from across the Province
- Showed Hamilton as a Goods Movement leader

FUTURE OF TRANSPORTATION AND MOBILITY SERIES

Intelligent Infrastructure & Connected / Autonomous Vehicles

February 12, 2020 | 9:00 AM
Canadian Warplane Heritage Museum
9280 Airport Rd, Mt. Hope, ON L0R 1W0

Register online at
www.citm.ca/ftms2

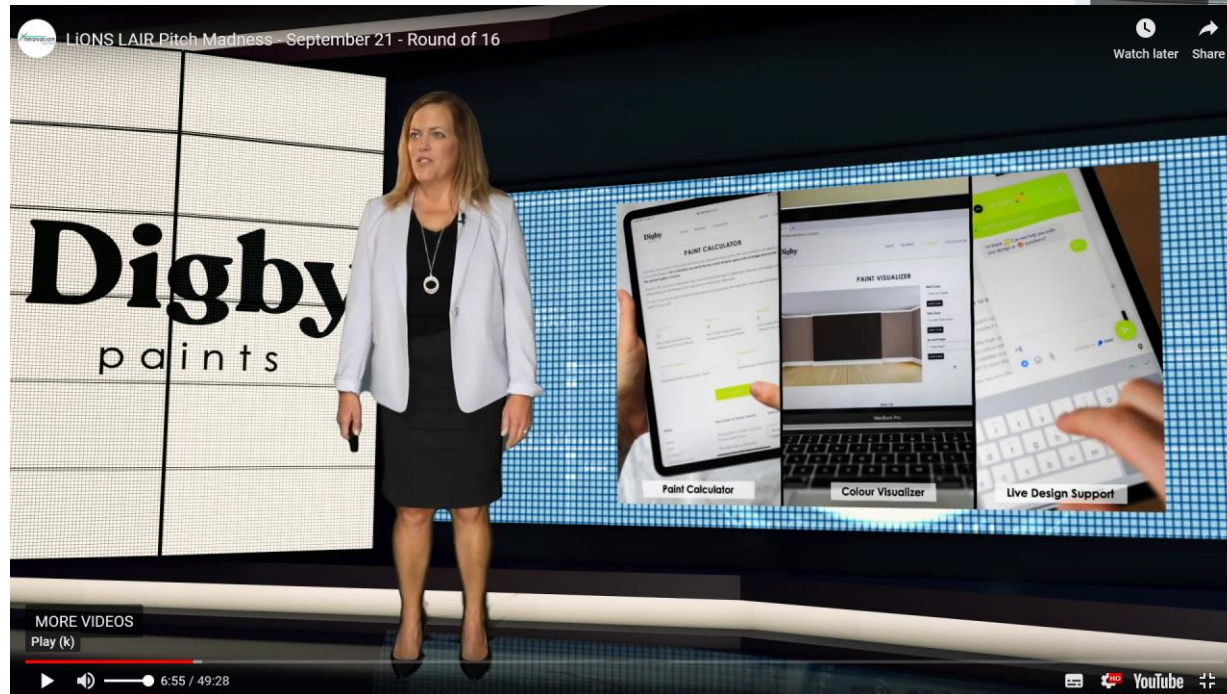




- >1,500 viewers over 4 nights



[LionsLair.ca](https://www.lionslair.ca)



- Head to Head matchups
- Green screen technology to support social distancing



Launched our Client Directory

- Promote our companies / make connections
- Share the breadth of innovation in Hamilton
- Searchable by keyword, sector etc.

Innovationfactory.ca/clients

innovation FACTORY

The directory represents the innovative companies in our ecosystem that we are privileged to work with and support.
filtered by:

Search Clients:

ALL COMPANIES
ADVANCED MFG
AGRICULTURE
CLEAN TECHNOLOGIES
DIGITAL MEDIA AND ICT
EDUCATION
FINANCIAL SERVICES
FOOD AND BEVERAGE
FORESTRY
LIFE SCIENCES
MINING
TOURISM & CULTURE

FACEBOOK TWITTER INSTAGRAM

TAGS
3D PRINTING
ACADEMIC ADMISSIONS
ADVANCED MATERIALS
ADVANCED MANUFACTURING
AI TOOLS
ANDROID
ANIMATION
APPS
AUTONOMOUS VEHICLES
CHRONIC PAIN
CLINICAL NUTRITION
COATINGS
COMPLIANCE
CONSTRUCTION
CONTENT MARKETING
CUSTOMER ENGAGEMENT
DARTFREE
DIETARY RESTRICTIONS
DIGITAL HEALTH
DIGITAL ICT
DIGITAL MEDIA AND ICT
E-COMMERCE
EDUCATION
EXPERIENTIAL LEARNING
FAIR TRADE
FIRE RESCUE
FITNESS
FOOD AND BEVERAGE
GAME DEVELOPMENT
HEALTH & WELLNESS
IoT
LIFE SCIENCES & ADVANCED MEDICAL
MANUFACTURING
MARKETING TOOLS
MEDICAL DEVICE
MINING
MOBILE APP
MOBILE CAR REPAIR
MOBILE GAMES
MOBILE ORDERING
NANOTECH
NANOTECHNOLOGY
ORGANIC
PHOTOBOOTH
PLANT-BASED
PROBIOTICS
PRODUCT REVIEWS
RECIPE APP
RETAIL
SAAS
SEO
SOFTWARE
SPORTING GOODS
STEM EDUCATION
SUPPORT LOCAL
SUSTAINABLE
TOURISM
VEGAN
VIDEO GAMES
WEB DEVELOPMENT
WEB SERVICES
WORK MANAGEMENT
WORKPLACE SAFETY

Ackroo
ACKROO
LOYALTY MADE SIMPLE.
YOUR ONE-STOP-SHOP MARKETING PLATFORM TO MANAGE LOYALTY PROGRAMS, GIFT CARDS & PAYMENTS.

Endurance
AI ENDURANCE
EVALUATE, ADAPT, OPTIMIZE.
SAVE GOODBYE TO TRAINING WITHOUT PROGRESS.

AIVA
AIVA LABS
BOOST WEBSITE LEADS & SALES!
DESIGN BETTER RESULTS & GIVE YOUR POP-UPS SUPERPOWERS!

ALTUS ANALYTICS LABS
ALTUS ANALYTICS LABS
THE FUTURE OF WORKPLACE SAFETY.
WORKPLACE SAFETY MADE FAST, ACCURATE AND EASY.

ALTUS ASSESSMENTS
ALTUS ASSESSMENTS
A ROBUST ACADEMIC ADMISSIONS ASSESSMENT OF PEOPLE SKILLS.

BTXpen
BTX PEN
SIMPLE SAFER INJECTIONS
A COMPLETE SOLUTION FOR SAFETY AND CONVENIENCE IN BOTOX TREATMENTS.

curbside pivot
CURBSIDE PIVOT
CURB YOUR ENDOCRINE.
BETTER. SAFER. FUNNER.

Digby paints
DIGBY PAINTS
THE NEW WAY TO SHOP FOR PAINT
HIGH QUALITY PAINTS. CHAT-GO W/ROBOT COLOURS. ALL THE SUPPLIES YOU NEED. SHIPPED RIGHT TO YOUR DOOR.

Dolled Up
DOLLED UP DESSERTS
CONFIDENCE WITH ALLERGEN FREE BAKING
WE ARE NOT JUST ALLERGEN FREE. WE CREATE #INCLUSIVEDESSERT

engagement agents
ENGAGEMENT AGENTS
WE LOVE RETAIL.
ENGAGE YOUR ALREADY-AND-FOR SHOPPING CENTER? MARKETING CHANNELS TO DRIVE TRAFFIC, SALES AND MORE.

EMN
ENHANCED MEDICAL NUTRITION
PREPARE BETTER & RECOVER FASTER.
CLINICAL PRODUCTS THAT IMPROVE SURGICAL OUTCOMES AND SUPPORT HEALTHY AGING.

EPINEURON TECHNOLOGIES
EPINEURON TECHNOLOGIES
ACCELERATING REGENERATION
WE ARE CHANGING THE STANDARD OF CARE FOR TREATING PERIPHERAL NERVE INJURIES.

Fleeky
FLEEKY
WHERE BEAUTY CONNECTS.
DISCOVER, BROWSE AND BOOK BEAUTY SERVICES NEARBY.

fluidmedia
FLUID MEDIA
CONNECTING PEOPLE THROUGH SOFTWARE.
FROM BRAD APPS TO ENTERPRISE DATA MANAGEMENT SYSTEMS, OUR WORK RUNS RELIABLY IN THE CLOUD AND RESPONSIVELY AT YOUR FINGERTIPS.

FOTAFLO
FOTAFLO
TURN EVERY GUEST INTO AN ADVOCATE.
PHOTOS AND VIDEOS ARE THE STRONGEST ENDORSEMENTS TO DRIVE REFERRAL BOOKINGS. CONVERT YOUR GUESTS INTO BRAND AMBASSADORS.

GeneBlueprint
GENE BLUEPRINT
PERSONALIZED FITNESS AND NUTRITION PROGRAMS BASED ON YOUR DNA
GENETICALLY GUIDED TO AVOID THE TRIAL AND ERROR OF Fad Diets and Workouts.

gigit community
GIGIT COMMUNITY
CONNECT AND START TO MAKE A DIFFERENCE TODAY!
MANAGE YOUR DONORS, VOLUNTEERS AND FUNDRAISING EVENTS ON ONE PLATFORM!

GoWrench
GOWRENCH
MOBILE MECHANICS ON-SITE.
AUTO REPAIRS AND MORE RIGHT TO YOUR DOOR.

grin
GRIN TOOTHBRUSH
GO AHEAD AND GRIN.
YOU DESERVE A BETTER TOOTHBRUSH.

HANGRY
HANGRY
MOBILE ORDERING & RESERVATIONS PLATFORM
BUILT FOR CAMPUS AUXILIARY & DINING SERVICES.

hoodie
HOODIE CHEW CHEW
DEDICATED TO CHILL PARENTS EVERYWHERE.
THE ONLY CHEWABLE TEETHER THAT ATTACHES TO YOUR HOODIE STRING.

KIRI INNOVATION
KIRI INNOVATION - PHIZ 3D SCANNER
TURN EVERYTHING INTO 3D.
THE WORLD'S MOST AFFORDABLE HIGH-PRECISION 3D SCANNER.

KUSSTER MEDIA
KUSSTER MEDIA
CREATE & HOST A GROUP POWERED DIGITAL PUBLICATION WITH KUSSTER
UNLOCK THE POWER OF A GROUP TO DRIVE DISTRIBUTION FOR YOUR CONTENT.

ANNUAL ACTIVITIES

- Serve 400+ clients annually
- Spend 4000+ hours in consulting meetings
- Host 100+ events, programs and workshops
- Welcome 2000+ event attendees
- Get through 20,000+ cups of coffee

OUTCOMES

- \$390m in funding to community and clients since we started
- New clients added about 250 new jobs in 2020
- +6,000 connections since 2017

The Road Ahead

- Help the Province understand the value of “Regional” in a world delivered “Virtually”
- Partner with South Western Ontario (SWO) RIC’s to draw attention to our regions and not focus just on Toronto/Waterloo/Ottawa
- Partner with SWO RIC’s to deliver some of our “virtual” services
- Step up our Government Relations efforts

Supporting Recovery

- Look to programs for upskilling our companies (big and small)
- Have the best and most current data for the Prov/Feds to respond to
- Support “future of work” initiatives to help our companies deal with remote staff
- Work with EcDev to determine how Hamilton might capitalize on Toronto exodus of work-from-home workers

Some Great Client Stories to Share



OgenaSolutions.com

- Original Lions Lair Finalist (from 10 years ago).
- Sanitization Equipment
- Recently Licenced a patent to Bissell
- Big growth the last year and COVID-19 has been good for their business

- It highlights the ongoing support we give



Some Great Client Stories to Share

Motis[™]

[MotisInc.com](https://www.MotisInc.com)

- Motis Manufacturing came to us via Mohawk College
- Advanced Manufacturing, spun off a “Safety Equipment” product line
- Pivoted to thermal cameras for detecting people with high fever to tap COVID opportunities

Some Great Client Stories to Share



- Came out of the Forge @ McMaster
- Heads-up display for Firefighters and others
- Pivoted to thermal cameras for detecting people with high fever to tap COVID opportunities

[LonganVision.com](https://www.longanvision.com)

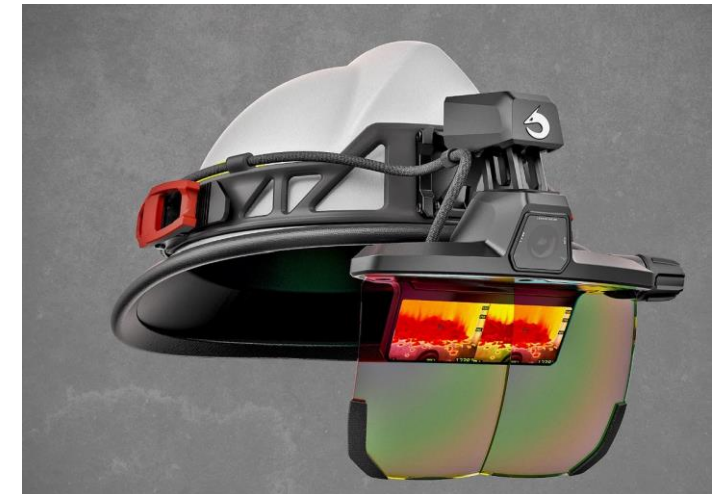


Some Great Client Stories to Share

Digby
paints

DigbyPaints.com

- Winner of Lions Lair 2020
- Purchase Paint Online
- Its sounds purely like an ecommerce store, but they have some interesting technology to make it work
- Physical space in Hamilton to serve the area
- They have investors, and generating revenue
- Another business capitalizing on COVID-19



City of Hamilton Support More Important Than Ever

- A) We offer great value! \$50k contribution is leveraged into \$2m in funding for Hamilton. 40 times return-on-investment.
- B) We Advocate for a Hamilton presence, not just virtualized services.
- C) We Advocate for Hamilton funding as dollars flow to Waterloo, Toronto and Ottawa. Constant vigilance required.
- D) We Showcase Hamilton - Our Smart City Lab is highlighting Hamilton as a modern City.