



# Winnipeg Technology Ecosystem



Research and Development



Supportive Government



Skilled Workforce



Access to Capital



Supportive Infrastructure



Accelerators

# Winnipeg, Manitoba's Tech Ecosystem



Invest in Winnipeg



Sector and Community Partners



Community Events

Click anywhere for more information on Winnipeg's Technology Ecosystem

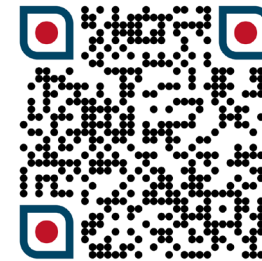




# Thank you



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**Invest in Winnipeg**



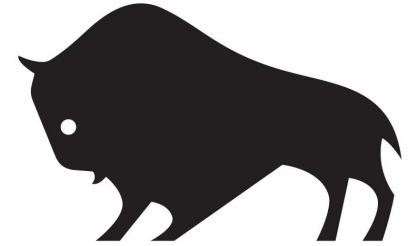


Government  
of Canada

Gouvernement  
du Canada

Canada 

Manitoba



**Supportive Government**

# Supportive Government



## Programs and incentives

**Industry Expansion Program (IEP)** provides financial support to companies that are locating new operations in Manitoba or expanding existing operations. The program contributes to the company's investment in skills training for employees. Manitoba's Industry Expansion Program has the potential to offer between \$2-6 million to support employee training.

**Innovation Growth Program** provides support to small and medium sized businesses that are pursuing innovation and new opportunities. The Innovation Growth Program is cost-shared with recipients, with Manitoba providing up to 50% of the total project. Under the program firms may apply for a non-repayable grant of up to \$100,000 per project to cost-share eligible expenses on a 50/50 basis.

**Workforce Development Program** helps companies to assess human resource (HR) management needs and develop and implement HR and workforce training and development plans. Support under this program is custom-prepared on a client-by-client basis. The amount of funding assistance provided is based on numerous factors including the net economic and other benefits to the Province of Manitoba, training reasons, outcomes and costs, workforce impact, to name a few.



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Source: Province of Manitoba gov.mb.ca, Winnipeg.ca



**Manitoba  
Technology  
Accelerator**

**NORTH**



**FORGE**

**Accelerators**



# Accelerators



MTA is the leading business accelerator in Manitoba. It is designed for entrepreneurs with a scientific or technology-oriented business idea or early-stage companies

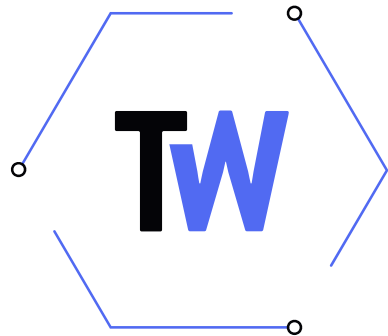


North Forge Technology Exchange is an incubator accelerator and a powerhouse entrepreneur community fueling Manitoba's innovative science-based, technology-enabled, and advanced manufacturing startups.



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**STARTUP TNT**  
Have fun. Make friends. Build companies.



Tech**WPG**



**Community Events**



# The Winnipeg tech community **works together** to showcase homegrown innovation through a variety of local events.

[Tech Thursdays](#), supported by private sector funding, Tech Thursdays are community-engaging, weekly networking events for the tech community to learn from other developers and entrepreneurs.



[Startup TNT](#) is an angel network that connects local pre-seed startups and entrepreneurs with community members and other investors.

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[Tech WPG](#) is a non-profit organization entirely run by volunteers. We are dedicated cheerleaders for Winnipeg's tech sector, promoting our humble Prairie people with just a touch of self-deprecating humor.



# Community Events



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**NMM** New Media  
Manitoba



WORLD TRADE CENTRE®  
WINNIPEG

**TECHMB** 

The TechMB logo features the word "TECHMB" in a bold, dark blue sans-serif font. To its right is a network icon composed of nine teal circles connected by thin lines, arranged in a grid-like pattern.

**Sector and Community Partners**

# Sector & Community Partners



**TECHMB** 



Comprised of over  
1,100 members



**Tech Manitoba** is the province's primary tech industry association. Everything Tech Manitoba does is driven by the belief that the Manitoba tech community is stronger, smarter, and more innovative when they work together. Tech Manitoba empowers its members to thrive and grow by connecting people to facilitate collaboration, education, and promotion.

**New Media Manitoba** is the Sector Council lead for information, communication, and digital technologies and a non-profit industry association dedicated to supporting Manitoba's Interactive Digital Media (IDM) industry.

**Manitoba Women in Tech Meetup Group** is powered by BDC Capital's Women in Technology and Thrive Venture Funds. MBWiTech is a fun, monthly get-together for women working in tech who enjoy networking with other supportive people who understand what it's like to work in the tech community.



**World Trade Centre Winnipeg** is an information portal for Manitoba entrepreneurs. Member of the World Trade Centers Association (WTCA) and the Western Canada Business Service Network (WCBSN), we are centered on business.



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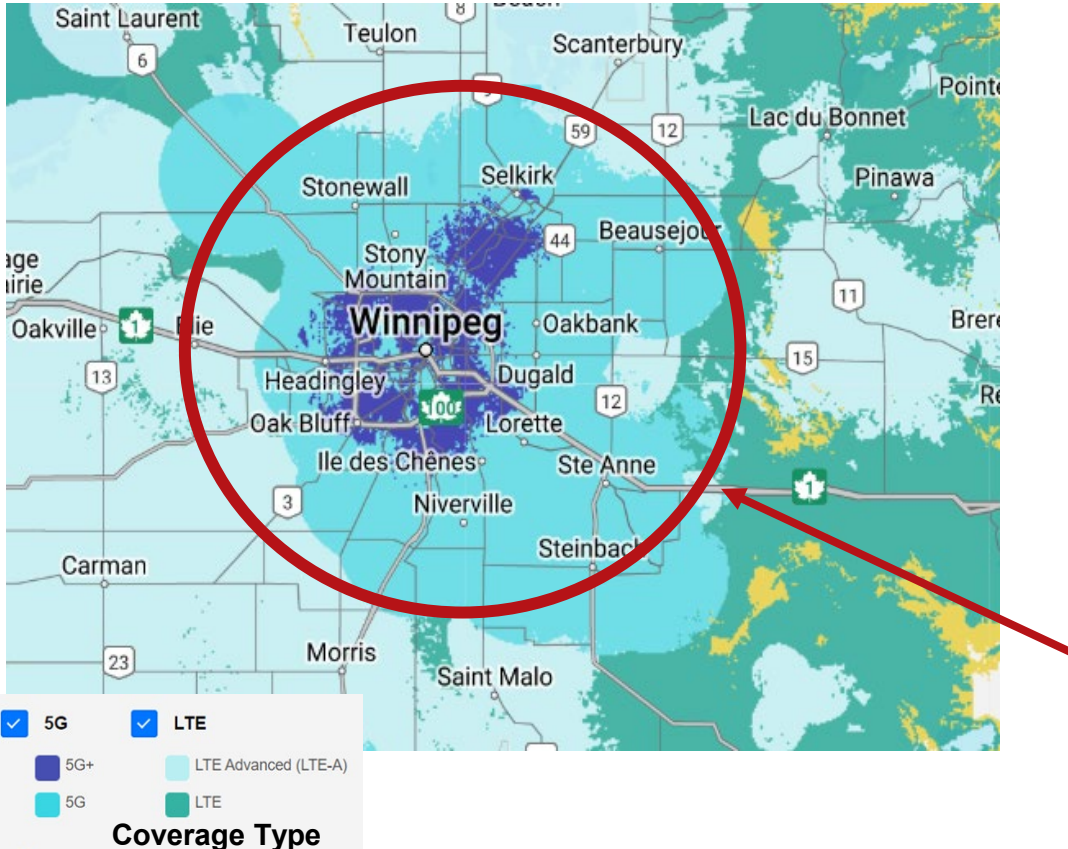
Regus™



**Supportive Infrastructure**



# Supportive Infrastructure



## Launch Coworking Space

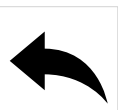
- 3 Locations (Osborne Downtown, Downtown East, South Winnipeg)
- Offer **Team Memberships** (ranging from 5-15 ppl and \$499 to \$999/month) or **Office Memberships** (\$849 to \$2549/month).
- Pricing dependent upon selected options

## International Workspace Group – Regus

- 2 spaces located in downtown Winnipeg
- Offers month-to-month or yearly locked-in rates
- Currently can accommodate 25+ ppl (80% at capacity)
- Included: Kitchen, lounge, internet, printing, cleaning, 24/7 support, etc.
- Ranges from \$664-\$1424 CAD/month
- [https://www.youtube.com/watch?v=NVTxKoR\\_P8](https://www.youtube.com/watch?v=NVTxKoR_P8)

## Connectivity

- The Bell 5G and 5G+ networks are a true game changer in Canada and now are in Winnipeg!
- Manitobans outside of the 5G+ coverage areas can enjoy 5G service on Canada's best 5G network; Bell 5G covers over **70%** of Manitoba's population



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Source: [www.bell.ca/Mobility/Our\\_network\\_coverage](http://www.bell.ca/Mobility/Our_network_coverage)





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of **Manitoba**



ASSINIBOINE  
COMMUNITY COLLEGE



THE UNIVERSITY OF  
**WINNIPEG**



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**RRC** POLYTECH

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MANITOBA INSTITUTE OF  
TRADES AND TECHNOLOGY

work in  
**manitoba**

**Skilled Workforce**

# Skilled Workforce

## Winnipeg has **tech talent** to support you

Manitoba has over **15,000** IT professionals with six academic institutions in the province working to produce the skilled workforce your business will need for future growth.

In Winnipeg, our post-secondary institutes offer a range of programs to train and sustain a pipeline of skilled talent. These include:



THE UNIVERSITY OF  
WINNIPEG



University  
of Manitoba



ASSINIBOINE  
COMMUNITY COLLEGE



BRANDON  
UNIVERSITY



MANITOBA INSTITUTE OF  
TRADES AND TECHNOLOGY



Université de  
Saint-Boniface



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# Future Talent Pipeline

## Summary of post-secondary institutions and programs offered

Institution	Program name	Program details/ Specializations	Program length
<b>University of Manitoba</b>	Computer Science (BCSc) (BSc)	Various Joint programs that lead to a Major or Honours degree.	4 years
<b>Red River College Polytechnic</b>	Computer and Information Systems Technology	<ul style="list-style-type: none"> <li>- Business Analyst</li> <li>- Business Information Technology</li> <li>- Computer Applications</li> <li>- Data Science And Machine Learning</li> <li>- Full Stack Web Development</li> <li>- Information Security</li> <li>- IT Operations</li> <li>- Software Development</li> </ul>	2 years
<b>Manitoba Institute of Trades and Technology</b>	Software Developer	The Software Developer graduate acquires the basic knowledge, skills, and abilities to qualify for career opportunities as a Junior Full-Stack Software Developer. Students work collaboratively on project-based assignments.	1 year
<b>University of Winnipeg</b>	Applied Computer Science	<ul style="list-style-type: none"> <li>- Applied Computer Science - Information Systems Stream</li> <li>- Applied Computer Science - Health Informatics Stream</li> </ul>	3-4 years
<b>Brandon University</b>	Computer Science (BSc)	In addition to the various computer laboratories, the department runs the “BitCave” High-tech laboratory for senior students	4 years
<b>Robertson College</b>	Technology	<ul style="list-style-type: none"> <li>- Cyber &amp; Cloud Security</li> <li>- Data Analyst</li> <li>- Full Stack Web Developer</li> <li>- Software Tester</li> </ul>	2 years



# EDW Talent

The **Talent team** focuses on workforce development, talent attraction, and retention. Leveraging expertise in market intelligence, business development as well as marketing and branding alongside strong partnerships to ensure local companies can access deep talent pools and reach and retain the right people at the right time.



## Immigration

Removing barriers to obtaining highly-skilled, specialized, and in-demand international talent



## Recruitment & Retention

Identifying international markets from which we attract quality talent and provide tools for companies to attract and retain them



## Education & Job Readiness

Matching students/workers' education and skill sets to industry needs



## Diversity & Outreach

Showing companies how diverse/ underutilized groups in Manitoba can help fill gaps and maximize profits

The **Work in Manitoba Portal** was created and managed by Economic Development Winnipeg, and is now the official portal for the **Province of Manitoba**, WIM connects local Manitoba companies to qualified international talent.

**As of May 1, 2023, over 18,966+ job seekers are registered in the portal, of which:**

**939** are experienced in architecture, engineering, and technical design

**2032** are experienced in data, IT, and software

Looking to work

Looking to hire

work in  
manitoba

Where opportunity and job seekers meet

Connect with employers now



# Cost of Labour

Manitoba is **lower than the Canadian average by 13%** in most tech salaries. This allows you to save money and grow faster.

## Comparison of Annual Median Salaries for Key Roles in November 2022 across Provinces

	Manitoba	British Columbia	Quebec	Ontario	Alberta	Canada
Software Engineer	<b>\$73,590</b>	\$109,990	\$99,195	\$104,000	\$95,992	\$102,710
Software Engineering Lead	<b>\$76,565</b>	\$109,990	\$99,195	\$104,000	\$95,992	\$102,710
AI programmer	<b>\$77,334</b>	\$89,003	\$77,917	\$89,440	\$82,846	\$83,990
IT Project Manager	<b>\$96,990</b>	\$109,990	\$114,296	\$115,003	\$133,994	\$115,191

Sample job roles in the market



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**futurpreneur** 

**STARTUP TNT**

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**Manitoba First Fund**

**bdc** 



**WEL MANITOBA**

**RBC** 

**Small Business Venture Capital Tax Credit**

 **EDC**

**Access to Capital**

# Access to Capital

Winnipeg's has funding in place to support your growth.

Manitoba First Fund



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RBC<sup>x</sup>



EDC

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WINNIPEG  
— MANITOBA, CANADA —



# Access to Capital

There is provincial and federal funding in place to support your growth. The Federal Scientific Research and Experimental Development (SR&ED) Tax Incentive program is offered to all provinces, but Manitoba's top up is one of the highest available return.

## Summary of Federal SR&ED Tax Credits

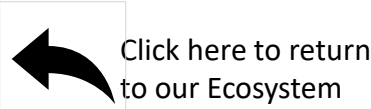
	Rates (%)	Refundability	
		Current	Capital
<b>Individuals &amp; Unincorporated Businesses</b>	15%	None	None
<ul style="list-style-type: none"> <li>•Canadian Controlled Private Corporations:</li> </ul>			
<b>Taxable Income less than \$500,000</b>			
<ul style="list-style-type: none"> <li>• Expenditures under \$3 million</li> </ul>	<b>35%</b>	100%	None
<ul style="list-style-type: none"> <li>• Expenditures over \$3 million</li> </ul>	15%	40%	None
<b>•Taxable Income over \$500,000</b>	15%	None	None
Large Corporations	15%	None	None

### Provincial R&D Tax Credits breakdown per province

- Manitoba – 15% top up
- Saskatchewan – 10% top up
- British Columbia – 10% top up
- Ontario – ranges from 3.5% to 20

What sets Manitoba apart is our **Small Business Venture Capital Tax Credit**.

This credit provides a non-refundable Manitoba tax credit of up to 45% to individuals and corporations who acquire equity capital in eligible Manitoba enterprises.

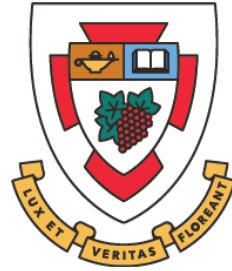


Sources: Summary of Provincial and Territorial R&D Tax Credits, as of Dec 31, 2019: <https://www.canada.ca/en/revenue-agency>





University  
of Manitoba



THE UNIVERSITY OF  
WINNIPEG

EMILI

Research and Development

# Research and Development



**University  
of Manitoba**

Founded 140 years ago, the University of Manitoba is Winnipeg's largest and only research-intensive university. Educating students through more than 100 programs and 20 faculties, most academic departments have graduate studies leading to master's or doctoral degrees.

**EMILI**

The Enterprise Machine Intelligence and Learning Initiative (EMILI) was created in 2016 to prepare and empower the Manitoba economy to leverage digital disruption for success with a specific focus on digital agriculture. Emili is based in Manitoba, with projects that span the country.



**THE UNIVERSITY OF  
WINNIPEG**

The University of Winnipeg supports research and scholarship that develops and advances knowledge and recognizes that a diversity of ideas benefits society. The University supports technology transfer that is focused on achieving the best outcome. This could include patenting and/or commercialization activities.



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