## Prospecting Guide



- Canadian software firms are recognized worldwide for their document and network security solutions leveraging biometric, encryption, surveillance, smart cards, fire walls, public key infrastructure and other technologies.
- Canada is a world leader in developing highly diversified software solutions in areas such as business management, enterprise planning and content and information management. Canadian companies designed the first Yahoo!, as well as the Blackberry.
- In photonics, Canada has exceptional capabilities in cutting-edge optical "long haul" networks and sets market standards in the design, development and manufacture of advanced fibre optics for telecommunications and cable television.
- Canada continues to be a global leader in e-Government, with innovative solutions and offerings, and has consistently ranked #1 in this area since 2001.
- Canada is a leading supplier of e-learning for public and corporate education and training. Over 2,500 organizations in more than 100 countries have adopted Canadian products and the number is growing rapidly.
- Canadian Intelligent Transportation Systems companies offer a comprehensive array of products and services which include traffic management hardware, global positioning navigation equipment, collision avoidance software, electronic toll collection equipment and more.
- Canadian geomatics firm supply several of the world's most sophisticated remote sensing image analysis and geographic information systems.
- About 75% of manufacturing shipments of ICT products are exported to the United States, Asia-Pacific and Europe.
- 6 of the top 10 R&D performers in Canada are ICT firms. Since 1997, ICT R&D expenditures have grown at an annual rate of 6.5%.
- Canada has 32,000 ICT companies that are gathered in regional clusters including the Kitchener /
  Waterloo / Cambridge Technology park, the 2nd largest park in North America after Silicon Valley.
- With respect to ICT education, Canada has 7 of the top 20 computer science programs and 10 of the top 22 electrical engineering programs in North America.