



Ottawa and Gatineau Join Forces to Attract Global Cyber Firms, Investment and Talent to Canada's Capital Region

Harnessing the Power of Collaboration to Increase the Global Competitiveness of Ottawa-Gatineau's Cyber Cluster

November 1, 2018 – Ottawa, Ontario and Gatineau, Quebec: Invest Ottawa, lead economic development agency for Canada's Capital, Ville de Gatineau, ID Gatineau and IN-SEC-M, the national non-profit industry cyber organization, today announced the official launch of a joint marketing strategy that aims to attract new cyber firms, investment, talent and opportunity to Canada's Capital Region.

Harnessing the power of collaboration, this strategy will promote the combined cyber capabilities, expertise and infrastructure of Ottawa and Gatineau to the world. It will strategically position Canada's Capital Region as a global cybersecurity epicentre with critical mass, and help local innovators and firms further capitalize on the global cyber market. This lucrative market is expected to grow from USD \$152.71 billion in 2018 to USD \$248.26 billion by 2023, at a Compound Annual Growth Rate (CAGR) of 10.2% during 2018-2023¹.

Recognized as a thriving innovation hub with the greatest tech sector momentum and concentration of tech talent in North America in 2018², Canada's Capital Region brings the strengths and achievements of its telecommunications, ICT and defense sectors to bear in cybersecurity. The Ottawa-Gatineau cybersecurity cluster is founded on innovators and firms with specialized cyber expertise, products and services in: vulnerability defense, identity and access management; encryption; security operations; risk and compliance; cybersecurity services; and ancillary services. It currently includes more than 90 companies and eight post-secondary institutions that are contributing cyber expertise, technology and intelligence to our robust ecosystem, and supplying the world with impactful cyber solutions.

Invest Ottawa, Ville de Gatineau, ID Gatineau, and IN-SEC-M unveiled the cyber marketing strategy for Canada's Capital Region, and initial assets that highlight cyber strengths, differentiators and opportunities on both sides of the river. This includes a new website that provides cyber resource maps, and directory of companies, post-secondary institutions, government agencies and departments, and other organizations with cyber capabilities and expertise. This will equip innovators and firms across our region and around the world with the information required to identify cyber solutions, R&D collaborators, career and investment opportunities in Ottawa-Gatineau.

"The continued economic growth of our region is a top priority as we begin this next term of Council," said Jim Watson, Mayor of Ottawa. "Disruptive technologies like cybersecurity are creating many new jobs and opportunities for Ottawa-Gatineau in emerging industries. This new collaboration with the City of Gatineau will help us grow our economy and increase the competitiveness of Canada's Capital Region."

"I am very pleased with this new beneficial collaboration between several organizations on both sides of the river," said His Worship Maxime Pedneaud-Jobin, Mayor of Gatineau. "The City of Gatineau's population

¹ <https://www.prnewswire.com/news-releases/cybersecurity-market-worth-248-26-billion-by-2023-893372986.html>

² <https://obj.ca/article/ottawa-ranked-top-north-america-rapid-tech-employment-growth>

is among the most educated and bilingual in Canada, and by combining the advantages of our two cities, we are positioning ourselves strategically in this growing market.”

“Ottawa-Gatineau is a global cybersecurity leader founded on top tech talent that is contributing leading-edge offensive and defensive cyber solutions around the world,” said Blair Patacairk, Vice President of Global Expansion with Invest Ottawa. “Leveraging our strengths and achievements in telecom, ICT, AV and defense, we look forward to putting our collective cybersecurity strengths to work, and attracting new talent and investment to Canada’s Capital Region.”

“Cybersecurity is a fast-growing and complex industry with high level stakes for businesses and government agencies alike,” said Isabelle Veilleux, Director of the Economic Development Secretariat, Ville de Gatineau. “This important regional initiative positions the Ottawa-Gatineau ecosystem in the regional, national and global market.”

“There is no denying the growing interest in cybersecurity all around the planet,” said Jean Lepage, Managing Director of ID Gatineau. “This joint marketing strategy will position the national capital region as one of the top spots in the world to set up and establish a business in that activity sector.”

“Canada’s cyber security industry is still very fragmented,” said Antoine Normand, Chair of IN-SEC-M. “We need to work better together to get our share of this fast-growing market.”

“Cybersecurity is the bedrock of business, ethics, and social contracts in the digital age, and it is under siege globally,” said Brian O’Higgins, Co-founder and CTO of Entrust Founding Executive and CTO of Third Brigade, and angel investor. “Ottawa-Gatineau is well positioned to provide leading-edge cyber solutions that directly address this global challenge, and new commercial opportunities for companies across the Capital Region.”

“As cybersecurity threats continue to grow as a global priority and concern in a rapidly evolving digital world, the demand for skilled cybersecurity talent exceeds supply,” said Carolyn Raab, Co-Founder and Vice President of Product Management of Corsa Technology. “The new marketing strategy for the Ottawa-Gatineau cyber cluster will promote the many exciting R&D and business opportunities across Canada’s Capital Region, and help to attract diverse cyber talent that increases the global competitiveness of firms such as Corsa Technology.”

“As global trends lean towards stronger interconnectivity and massive exchange of data in cyberspace, security matters are pushed to centre stage,” said Hocini Hasna, Professor at the Cégep de l’Outaouais. “New business opportunities in cyber security with two-digit growth rates emphasize the increased necessity for research, innovation and high-level training. A cluster of relevant players from Canada’s Capital region will crystallize its position as a global hub of excellence in a sector that is sure to appeal to investors.”

About Invest Ottawa

Invest Ottawa is the lead economic development agency for Canada’s Capital, facilitating economic growth and job creation in the City of Ottawa. Guided by a vision to help realize Ottawa’s full potential as a globally-recognized, innovative and future-ready city, and the best place to learn, work, live, and play, Invest Ottawa delivers venture development and global expansion programs and services that catalyze the growth and

success of entrepreneurs and firms. These include: small business training; mentorship; acceleration for technology firms; foreign business and investment attraction; local business retention and expansion in targeted sectors; commercialization; and marketing Ottawa's diversified economy and high quality of life. Since 2012, Invest Ottawa has worked with thousands of startups, scale-ups and SMEs; helped firms to attract \$322 million in capital; contributed to the creation of more than 6,350 jobs; and attracted \$293 million in Foreign Direct Investment. For additional information, please visit: www.investottawa.ca

About ID Gatineau

ID Gatineau helps with the setup, consolidation and expansion of businesses with distinctive expertise, products or services that fill a need, target external markets and have what it takes to create sustainable jobs and draw investments to Gatineau. We also prospect for new investments in collaboration with numerous partners in order to help diversify and energize the region's economy. For additional information, please visit: <https://idgatineau.ca/en/home/>

About IN-SEC-M

Created in 2017, IN-SEC-M, the national cyber security cluster, is a non-profit organization that brings together business, research centers, academics, government actors and sectorial associations determined to address the most complex challenges in cyber security. IN-SEC-M's mission is to mobilize key players around common goals and concerted actions to increase the cohesion and competitiveness of the Canadian Cyber Security industry, at the domestic and international levels. For additional information, please visit: <https://securityinnovationmarketplace.com/>

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