Government of Canada

Gouvernement du Canada

software

Discover Innovative Canadian Capabilities

Canadian Software and Computer Services: Programmed for Success!

Software drives the information economy, and Canadian companies produce great software. From multimedia to e-commerce, business intelligence to wireless, Canada's software industry has a wealth of talent, an amazing capacity for innovation, and a research base that's second to none. So, whether you're interested in buying or investing, advanced research and development (R&D) or production capacity, if you're looking for excellence in software, look to Canada!

You Name It, Canada Does It — Superbly!

In virtually every area you can think of, Canadian software firms are world leaders. Here are four:

- > Multimedia if you've seen films like Lord of the Rings, Gladiator or Titanic, you've experienced Canadian multimedia magic in action. Three of the films that were Oscar-nominated for best visual effects in 2002 used Canadian special-effects software from companies such as AliaslWavefront and Discreet — Lord of the Rings: The Fellowship of the Ring, Al: Artificial Intelligence and Pearl Harbor. In fact, according to Wired magazine, Canada supplies 80 percent of the animation and special-effects software used in Hollywood.
- > Security global demand for security technologies has never been greater, and the many Canadian software firms active in the security field are ready to meet needs from biometrics, to encryption, to information technology (IT)-based inspection aids and firewalls. Canadian companies like Entrust, with 1200 clients in more than 40 countries, and Imagis, with 130 major biometric installations worldwide, are providing security solutions around the globe.
- > Business intelligence and document management these are keys to success for any company. With 50 offices around the world, Cognos is the world's second-largest business-intelligence firm, and Vancouver's Crystal Decisions is number three. Five million users representing 90 percent of the Fortune 500 rely on Hummingbird software.
- > IT services provide the software and the infrastructure that make the high-tech world go round. Here, too, Canada is at the forefront, with world-class Canadian-founded companies like the Quebec-based CGI Group, employing more than 11 000 people around the globe, and X-Wave of Newfoundland and Labrador with 2400 professionals in offices across Canada, the United States and Ireland.

Snapshot of a Flourishing Industry

The Canadian software and computer-services industry is thriving, with excellent prospects for growth, from coast to coast.

- > \$28.6 billion in total revenues
- > 44 000 firms nationwide
- > 253 600 software workers
- > 22 percent revenue growth in 1999–2000
- > Annual software R&D investment of \$728 million
 - > Export-oriented 73 percent of Canadian software revenues come from foreign sources

Our software industry is supported by a cutting-edge research infrastructure — establishments like Canada's National Research Council, the Centre de recherche informatique de Montréal (CRIM), and funding organizations such as the Canadian Network for the Advancement of Research, Industry and Education (CANARIE), and Communications and Information Technology Ontario (CITO). Vancouver's New Media Innovation Centre (NewMIC) is a collaborative industryacademia-government research centre, whose members include Electronic Arts, IBM, Nortel Networks, Sierra Wireless, Sony Corporation of America, TELUS and Xerox.



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Canadian Advantages Attract Global Players

According to a 2002 KPMG survey on global competitiveness, Canada has the lowest software development business costs, as well as the lowest overall costs of any G-7 country. *Our software cost differential advantage over the United States is a huge 22.3 percent!* Canada's software industry is a magnet for investment from around the world, and major U.S. and global players are setting up shop here.

- IBM Canada recently opened its \$125-million, 2500-employee software development lab in the Toronto area. The lab, which has global mandates, has become the second-largest software development facility in the new IBM Software Group. IBM also has centres for e-business innovation and e-business hosting in major Canadian centres.
- > Ubi Soft, the French video game leader has a \$400-million software development centre in Montréal — its largest anywhere in the world.
- > Computer Sciences Corporation recently announced the launch of two new IT centres in Montréal that will account for some \$208 million in salary dollars, capital investment and services, and are part of a network to develop and maintain application software for multiple clients across North America.

Meeting Demands in Virtually Every Niche

If there's a need, there's probably an excellent Canadian software product or service to meet it. Here are a few more success stories:

MacDonald, Dettwiler and Associates (MDA) of Vancouver, with its 1800 employees worldwide, combines its satellite systems with its e-business and geomatics software to deliver information products and services in areas such as real estate, aerospace, defence, disaster management and policing. MDA created the software for both the Space Shuttle's Canadarm, and the new Canadarm2 of the International Space Station.

- > Open Text, in Waterloo, provides collaborative commerce solutions to e-business companies. A Web pioneer, Open Text designed the first Yahoo! search engine on the Web. The company now specializes in intranet technologies, and has captured about half of the worldwide teambased, collaboration-application software market.
- > Toronto-based Kasten Chase Applied Research is supplying communications products to the U.S. National Security Agency and U.S. armed forces, and will supply product-to-protect data on portable and desktop computers for the White House.
- > Hyprotech of Calgary is a leading supplier of modelling-and-simulation software and services for continuous and batch processing. Its products are critical to the chemical, gas processing, petrochemical, pharmaceutical and refining industries. Hyprotech has the largest installed user base of any simulation-software provider, and serves more than 17 000 users in over 80 countries — including the top 15 oil and gas companies in the world.
- > Diversinet of Toronto provides leading advanced wireless security software for mobile commerce. In October 2001, it launched the first public Certification Authority in the world to offer both mobile individual and business digital certificates for consumer use; its client was Hongkong Post.

"Canada has world-class universities and skills, a solid telecommunications infrastructure, and it's one of the most connected countries in the world. It also has a growing reputation for providing a business climate that fosters innovation and breeds success." Ed Kilroy, President and CEO, IBM Canada



