



## Tasks for Action 1:

Increase the angel investment into Advanced Technology companies in Saskatchewan.

Goals:

--Increase angel investment availability to the AT companies in Saskatchewan, as measured in terms of \$ of investment made in a year.

--Increase success of the angels' investment in AT companies in Saskatchewan, as measured in terms of ROI to the angels.

### Action Tasks:

#	Task	Who	Status
1.0	Make presentation to Minister Thomson's Advisory Committee that provincial government should establish 30% provincial tax incentives for angel investors.	SATA as presented	DONE – February 11, 2005.
2.0	Prepare policy recommendation for provincial government to establish provincial tax incentives for angel investors.	Ravi Maithel, Adrian Legin, and Marie Savostianik	Presentation made to Vicq Commission June 22, 2005. To view presentation <a href="#">click here</a>
3.0	Lobby and obtain support of SATA members and other organizations for Angel investor tax incentives	SATA	letters of support requested to support Angel Investor tax incentives
4.0	Educate and inform government officials such as SE and SIR and ministers other than IT on AT Industry	SATA	To be completed once State-of-the-industry paper <a href="#">click here</a> is completed.

5.0	Concept to Capital – Calgary based business out of the University of Calgary. Review this and other structures.	Greg Krywulak and Adrian Legin, Lorna Shaw-Lennox	Calgary Technologies Inc. Concept to Capital Program <a href="#">click here</a> Springboard Enterprise Growth Capital Workshops <a href="#">click here</a>
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### Tasks for Action 2:

**Establish a financial support mechanism for early stage companies (building on AgWest model).**

#### Goals:

--Develop early stage organizations to provide financial backing to help drive growth of AT industry (Ex: AgWest Biotech model).

#### Action Tasks:

#	Task	Who	Status
1.0	Recommend an approach that continues to support the AgWest model to providing financial backing for early stage organizations and that a similar small fund be provided by provincial government and managed by SATA for advanced technology industry.	Dale Lemke; Provincial Economic Summit; AgWest, NRC	Programs under development: Entrepreneurial Foundation <a href="#">click here</a> / Fund - early stage financing AgWest - early stage fund for commercialization in life sciences <a href="#">click here</a>

### Tasks for Action 3:

**Provide continuing support for fund to fund investment models (ex: Foragen model).**

#### Goals:

--Develop early stage organizations to provide financial backing to help drive growth of AT industry (Ex: Foragen model).

#### Action Tasks:

#	Task	Who	Status
1.0	Recommend continuing the "Fund to Fund" model. (Investment Saskatchewan has invested in 4 early stage funds for support and growth of AT organizations—all focused on Saskatchewan based high-tech companies.)	Dale Lemke; Sask Chamber of Commerce; Vicq Commission; Provincial Economic Summit	Ongoing

## Tasks for Action 4:

Work with and support organizations seeking federal tax incentives for angel investors.

### Goals:

--Increase the angel investment availability to Saskatchewan AT companies, as measured in terms of \$ of investment made in a year.

--To increase the success of the angels' investment in Saskatchewan AT companies, as measured in terms of ROI to angels.

### Action Tasks:

#	Task	Who	Status
1.0	Join the efforts being made by Canadian Advanced Technology Association and National Angel Organization in lobbying the federal government for providing tax incentives for increasing angel investments in Saskatchewan.	SATA, Saskatchewan Angel Network (when functional)	Several organizational meetings have been held, and a connection has been established with the National Angel Organization (NOA) <a href="#">click here</a>

## Tasks for Action 5:

Establish angel investor networks in Saskatchewan to facilitate increased deal flow between angels and firms.

### Goals:

--Increase angel investment availability to Saskatchewan AT companies, as measured in terms of \$ of investment made in a year, and to increase the success of angels' investment in Saskatchewan AT companies, as measured in terms of ROI to the angels.

- Educate angel investors to be more "patient" capital and more knowledgeable on technology and specific projects.
- Create links to existing venture capital funds and angel investors already linked to out-of-province investors.
- Develop a database of international investors and to find Saskatchewan expatriates interested in investing in their home province.

**Action Tasks:**

#	Task	Who	Status
1.0	Provide workshops for potential angel investors.	Prairie Centre for Business Intelligence; Industry Canada; SATA	Power of Angel Investment' Workshop scheduled for early March 2006
2.0	Provide financial lifecycle assessment service, with education/mentoring services on business case development for next stage of angel investment.	Prairie Centre for Business Intelligence; Industry Canada; SATA, Sask Mentorship Institute (when operational), Entrepreneurial Foundation (when operational)	Ongoing
3.0	Provide a "network", with associated confidentiality, to link qualified angel investors and investees.	Prairie Centre for Business Intelligence; Industry Canada; SATA	Under development
4.0	Organize a series of sessions given by angels for other angels and investee companies.	Prairie Centre for Business Intelligence; Industry Canada; SATA	Ongoing
5.0	Provide workshops for angel investors such as more 'patient' capital and more knowledge on technology, specifically on potential projects	Prairie Centre for Business Intelligence	Power of Angel Investing seminar being presented in early March. It

			will be moderated by the Kaufman Foundation <a href="#">click here for more information on the Kaufman Foundation</a>
6.0	Investigate the development of materials (like a software investors primer) to be used as part of an education service.	Industry Canada, SATA	Dependent upon launch of Saskatchewan Angel Investor Network
7.0	Create linkage to existing venture capital funds that could host out-of-province investors and to connect to existing Sask angel investors already linked to out-of-province and international money.	Marie Savostianik; Ravi Maithel	Timeline to be determined
8.0	Create in int'l and out-of-province angel investor network database.	Marie Savostianik; Ravi Maithel	Timeline to be determined
9.0	Hold a focus group of Angels to establish a model for Saskatchewan and priorities for model	Marie Savostianik; Ravi Maithel	Completed May 2005
10.0	Categorize angel investors	Marie Savostianik; Ravi Maithel	Timeline to be determined
11.0	Begin development of database with those involved in creating the angel network and their associations	Angel network, PCBI	Will be part of the angel network activities once it becomes operational

## Tasks for Action 6:

**Develop investment and business accelerator programs to enhance company skills, develop programs to help investors understand and evaluate technology.**

### Goals:

- Improve the current Investor Accelerator Program.
- Create better business plans.
- Create better understanding of investor needs by technology developer.
- Educate existing investors on the technology of companies looking for investors and to educate technology

companies about expectations and needs of investors (such as ROI for investor) and to appreciate the investor's financing requirements.

--Link existing federal and provincial government infrastructure with companies to assist with business plans and making their companies' investment-ready.

**Action Tasks:**

#	Task	Who	Status
1.1	Look at expanding Investment Accelerator Program to include other modules such as "Attracting US Investment". Investigate Alberta model.	SATA	Completed – delivered Attracting US investment workshop.
1.2	Investigate expanded program for creating business plans to include a module on cost and methods of marketing and promotion. Look at U of S Extension Division Entrepreneur Program.	SATA	Developed and delivering Marketing Accelerator Program (MAP) <a href="#">click here</a> University of Saskatchewan Extension Division Entrepreneurship program: <a href="#">click here</a>
2.0	Consider how to provide information to local investors regarding AT sector.	SATA	To be delivered with completion of State of the Industry Report. <a href="#">click here</a> Also part of Angel Network activity Action # 1
3.0	Investigate current status and uptake of SRC's TecMark International and Inventor's Program	SATA	Completed - visit SRC website <a href="#">Inventor's Program;</a> <a href="#">TecMark International</a>
4.0	Trade Team Saskatchewan as a resource for what else is being done – make a presentation to the group	SATA, Rod Johnson / Tom Rogers – IC, STEP - Candace	Once State of industry paper completed, information will be used to

		Phelps	develop presentation. For information on Trade Team Saskatchewan: <a href="#">Trade Team Saskatchewan</a>
5.0	Concept to Capital – group from Calgary that had Concept to Capital program. (also part of Investment Strategy # 1	Greg Krywulak-Iqmetrics, Lorna Shaw-Lennox	A review of existing programs investmen-ready are being completed to identify gaps and determine need for C-C or similar program in Saskatchewan
6.0	Put investment accelerator program on-line and promote it.	SATA / IC	Seeking approval of Industry Canada
7.0	Provide information to local technology users like PCS and Cominco on the AT sector in Sk.	SATA	To be delivered with completion of State of the Industry Report <a href="#">click here</a>

## Tasks for Action 7:

**Develop a Marketing Accelerator Program to enhance management and marketing skills in firms.**

### Goals:

- Undertake a business and technical training needs survey to confirm areas of need for marketing and technical training.
- Identify a marketing continuum that could be utilized to provide the foundation as a planning tool for businesses.
- Look at other regions successful in enhancing management and marketing skills in firms.
- Foster better internal company management and to improve companies' marketing fundamentals and promotional skills.

### Action Tasks:

#	Task	Who	Status
1.0	Complete a Business & Technical Training Needs Survey	SATA	Done –

			November 20, 2004
2.0	Develop a marketing continuum model (Marketing Accelerator Program).	SATA	Completed - March, 2005 <a href="#">click here</a>
3.0	Look at other successful regions. Identify what formats are successful (e.g. live events, web conferencing, online education/training, etc.)	SATA ITO - Jill McKeen SIAS - Lou Charlebois SRnet - Cy Scheske	Ongoing
4.0	Facilitate pre-investment and partnering with consultants through the SMART Program. Speak to Lorna Shaw-Lennox, SMART Coordinator	SATA	SATA to consider having IRAP / SMART presentation as part of regular programming For information on the SMART program <a href="#">click here</a>
5.0	SRNET - training via video conference - SRNET can link up any two research facilities like innovation place	SRNet - Cy Scheske	Discussions planned for January 2006
6.0	Put marketing accelerator program online - self-directed. Add a trade-show module to the MAP program. Saskatoon Chamber runs similar seminars annually and may be able to help in the development. In the MAP program have more life stories and local succes	SATA Industry Canada	Marketing accelerator program (MAP) <a href="#">click here</a> being delivered to Sask companies - Sept - Nov. Completed
7.0	Look into including a module on working with large sales reps	SATA	Jill Konrath's 'Selling to Big Companies' e-newsletter is available at: <a href="#">click here</a>
8.0	Marketing accreditation for the marketing professionals in Saskatchewan. Work with other associations and develop feedback and tracking	SATA, SBC	Accreditation programs have

			<p>been identified and Saskatoon Business College will be making a comparisons to help determine most appropriate for Saskatchewan.</p> <p>CMA <a href="#">click here</a></p> <p>CIM <a href="#">click here</a></p> <p>MRIA <a href="#">click here</a></p>
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**Tasks for Action 8:**

**Establish an Incubation and Mentorship program to facilitate access to knowledge and expertise needed in firms.**

**Goals:**

- Build a strong virtual incubator network with virtual mentorship.
- Develop mechanism/infrastructure around mentorship.

**Action Tasks:**

#	Task	Who	Status
1.1	<p>Create a virtual incubator with virtual mentorship and virtual support.</p> <p>Facilitate through SATA’s website with an easy single-source access interface.</p> <p>Online forum to submit questions to veteran business people.</p>	<p>SATA IAST STEP CSBSC SIR U of R, U of S</p>	<p>Proposal for support of a resource centre for mentorship programs being completed - November, 2005 This resource centre could become the single source access.</p>
1.2	<p>Have additional resource material at this website arranged for companies at the idea stage, or just starting, or are looking at expanding.</p>	<p>SATA</p>	<p>Completed March, 2005. Visit the SATA</p>

			website for resource material. <a href="#">click here</a>
1.3	Link this website w/other associations and other resources offering similar services	SATA	To be completed in fall of 2005
1.4	Contact U of R Innovation Centre for current status and bring this group closer to Action Item 22 under Building Networks and Collaboration	SATA; U of R - Gord Owen	Proposal for Innovation Centre is under development, and Gord Owen will provide updates. <a href="#">click here for the executive summary</a>
1.5	STEP is doing an inventory of mentorship programs in the province. STEP will partner with SATA to develop this mentorship inventory Similar discussions from the Building Networks and Collaboration - A study of mentorship programs across Canada.	Angela Wasylenko - STEP Bill Spring - SIR, WEPA, Counselling Foundation of Canada, Sask Chamber of Commerce. Women Entrepreneurs, Canadian Youth Business Council, Lou Charlebois - SIAST, Greg Krywulak - IQmetrics	This inventory has been completed and a proposal for a resource centre for mentorship programs in Saskatchewan has been developed for Counseling Foundation of Canada. The proposal has been accepted and initial plans are underway to establish a Business Mentorship

			Institute. Formal launch set for Spring 2006.
1.6	Include a 'How-to-be-a-mentor' section on the web site	Will be part of the mentorship resource centre proposal	see Action 8 - Task 1.5
1.7	Life science and incubation – follow-up with AgWest Bio.	Martin Abu	Timeline to be determined
1.8	Establish a US sales office initiative for export ready firms	SATA; Hugh Wood	Timeline to be determined

## Tasks for Action 9:

**Develop a policy recommendation for entrepreneurs to own the intellectual property rights in government contracts.**

### Goals:

--Create a policy recommendation to present to government to detail advantages of having a company retain ownership of the IP in government contracts.

### Action Tasks:

#	Task	Who	Status
1.0	Industry needs to create a policy paper to present to government to detail advantages of having a company retain ownership of IP in government contracts.	SATA; SIR Competitions Branch, Minister Thompson's Advisory committee on IT	Minister's Advisory Committee on Information Technology included this in their recommendations <a href="#">click here</a> for more information The next steps will be to review other jurisdictions, hold meetings with industry and develop recommendation to be made to Executive

			Government on IP ownership.
1.1	See what Regina REDA is doing and review federal policy on IP ownership	SIR, ITO, Sask Property Management, AgWest, SEIMA, SNMDA, SATA, WED, Digital Environmental, Display Systems Int'l	A review of other jurisdictions will be completed and meetings will be scheduled with industry for their input - tentatively scheduled for late January 2006
1.2	Create a mentorship on IP program Include graduate studies at universities in the IP policy paper	OPEN	Timeline to be determined

## Tasks for Action 10:

**Develop an international pipeline for investment-ready firms to connect firms to export market opportunities through bridging agents, as well as to potential investors.**

### Goals:

--Develop out-of-province and international investor and marketing pipelines for the Sask AT industry.

--Develop a pipeline of market potential and contacts.

### Action Tasks:

#	Task	Who	Status
1.1	Work with entrepreneurs in "how to select bridging agents"	OPEN	Timeline to be determined
1.2	Develop a database of existing companies that work as bridging agents (DSM, Cargill, Unilever Tech, Foragen)	OPEN	Timeline to be determined
2.1	Develop criteria for assessing validity of bridging agents to ensure that SME's are working with legitimate bridging companies.	OPEN	Timeline to be determined
2.2	Pipeline from Saskatchewan to out-of-province – first round to be completed in Saskatchewan (Ex: IRAP, SATA, two angels)	OPEN	Timeline to be determined
3.0	Create a website bulletin board where members can post opportunities and questions	SATA	November, 2006
4.0	Identify current status of Trade Team Saskatchewan(TTS)- Investment Group and STEP initiatives	Rod Johnson - Industry Canada, Candace Phelps - STEP	Upon completion of State of industry paper, <a href="#">click here</a> presentation

			will be developed to present to TTS. Contact Candace Phelps for meeting time availability
5.0	Leverage STEP's marketing intelligence group and Investment guide	OPEN	Timeline to be determined
6.0	Investment Partnership Canada - have an outreach day when they are in Saskatchewan	David Katz - SIR	completed
5.1	Direct companies to STEP and help inform them of STEP's value points	Jody Tyson - SBC; STEP	Timeline to be determined
7.0	Create a directory of AT companies in Saskatchewan	SATA	To be completed by December 2005

## Tasks for Action 11:

Establish a mechanism to identify and promote investment-ready technology opportunities.

### Goals:

--Identify technology opportunities that are investment-ready and make the industry aware of them.

### Action Tasks:

#	Task	Who	Status
1.1	Identify technology ready for investment by gathering info on new technology and projects being developed.	OPEN	Timeline to be determined
1.2	Be responsible for development of marketing material to be used to promote to investors.	SATA	Stakeholder meetings to be scheduled for January 2006 to discuss communications plan using data from State of Industry Paper - TechView <a href="#">click here</a>
1.3	Investigate a SATA/ Provincial Joint Fund of \$5-10 million for small	SATA;	The

	\$100,000 deals for SMEs. This could be used to leverage private sector angel money as private sector could piggyback on partnership funds' due diligence.	Investment Sask; Provincial Economic Summit	Entrepreneurial Foundation <a href="#">click here</a> and Entrepreneurial Fund have been established. The Saskatchewan Angel Network is under development
1.4	Investigate funding model options	OPEN	Timeline to be determined
1.5	Review Trade Team Saskatchewan investment guide	SATA; Rod Johnson - IC; Brendan Redding - SIR	Timeline to be determined

## Tasks for Action 12:

**Develop branding of the Saskatchewan advanced technology industry to increase awareness and understanding of opportunities.**

### Goals:

--Determine the message to be portrayed with the Branding.

### Action Tasks:

#	Task	Who	Status
1.0	Determine what message is to portray with the Brand. Is it a single message, or different messages for different streams of AT? What is the Sask culture we want to portray? Identify areas of expertise and competency as part of Brand.	SATA	To be completed as part of communications plan.
2.0	Work with SIR for marketing assistance	SATA, David Katz - SIR	Once the marketing and communications plan is completed, SATA will be making presentations to several government departments, including SIR.

3.0	Questions to be asked - is it a single message, where and to whom does the message go to?	SATA	Part of communications plan
4.0	Work with STEP, Ambassadors, Trade Commissioners	STEP; Industry Canada	Timeline to be determined

## Tasks for Action 13:

**Create a policy recommendation to address government policy, regulations and enforcement.**

### Goals:

--Create a policy recommendation to address government policy, regulations and enforcement.

### Action Tasks:

#	Task	Who	Status
1.0	Create a policy recommendation to address government policy, regulations and enforcement.	SATA New Media, SIR Competitiveness Branch, Ag West, SEIMA	Ongoing - several meetings have been held regarding regulatory impediments & irritants related to business activities. Priority items have been identified & action plans are being drafted to address those priorities. Next meeting to scheduled once the final report is received from Minister Thompson's Advisory Committee on IT.
2.0	Meet with Angie Schmidt, SIR Competitiveness Branch Regulatory	SATA; SIR;	Ongoing

Reform Initiative		
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### Tasks for Action 14:

Develop a policy recommendation to address competition between public organizations and private sector.

#### Goals:

- To address the issue of inter-business perceived competition.
- To show the benefits of being united and partnered when dealing with government and outside competitors.
- To create a clear understanding of where government is in competition with private sector.

#### Action Tasks:

#	Task	Who	Status
1.0	Develop a policy recommendation to address competition between public organizations and private sector. Combine this task with #13	SATA; SIR competitiveness branch, Sasktel, New Media	Initial meeting held. Sasktel management meeting to discuss dual relationship they have in Saskatchewan with some of Sasktel's suppliers also their competitors. They will be meeting with industry following this meeting.
2.0	Work with Chambers of Commerce and Action Saskatchewan as resources	OPEN	Timeline to be determined

### Tasks for Action 15:

Develop a communications plan to improve understanding, coordination and implementation of the Strategy.

#### Goals:

- To engage stakeholders and sectors in the development of the Strategy and to further engage stakeholders in the implementation of the Strategy.

**Action Tasks:**

#	Task	Who	Status
1.1	Develop a communications plan engaging services of a communications consultant.	Marie Savostianik & Lorna Shaw-Lennox	Completed March, 2005
1.2	Define sectors and stakeholders within the AT industry. Identify groups missing.	Marie Savostianik & Lorna Shaw-Lennox	Completed April 05
1.3	Develop a presentation that explains the AT Strategy.	Marie Savostianik & Lorna Shaw-Lennox	Completed March, 2005
1.4	Arrange meetings with stakeholders to share presentation and information on AT Strategy.	Marie Savostianik & Lorna Shaw-Lennox	Completed TechAction Forums in Regina and Saskatoon. March, 2005
1.5	Develop framework for the Strategy that contains guiding principles, themes, recommendations and actions. If forum is held, consider visual recognition for stakeholders that signify they are part of Strategy.	Marie Savostianik & Lorna Shaw-Lennox	Completed April, 2005

## Tasks for Action 16:

Facilitate networking opportunities between AT industry and stakeholders and facilitate joint strategy sessions between decision-makers.

### Goals:

--Open lines of communications between Saskatchewan decision-makers.

--Enhance communications with educational institutions to enable access to international markets and collaborative efforts.

### Action Tasks:

#	Task	Who	Status
1.0	Facilitate joint strategy sessions between decision-makers within both private and public sectors, to open lines of communication between Sask decision-makers.	SATA, other associations	The completion of the State of the Industry Paper <a href="#">click here</a> will be used to provide input for a presentation and discussions.
2.0	Facilitate information sessions and communication with the province's educational institutions to enable access to international markets and collaborative efforts, to enhance international relations and exporting opportunities.	SATA as facilitator U of S U of R Steve Engel / Dave Luterback	To be included in TechACTION communications plan - Action 15
3.0	Maintain communications with Provincial Economic Summit and provide updates when available	SATA - website	To review the Provincial Economic Summit results: <a href="#">click here</a> And to view the Provincial Action Plan that resulted from the Economic Summit: <a href="#">click here</a> www.

## Tasks for Action 17:

Demonstrate the value of government outsourcing/procurement as an economic development tool for the creation and export of products/services.

### Goals:

--Create industry-led policy paper to present to government detailing advantages of using government procurement as an economic development tool.

### Action Tasks:

#	Task	Who	Status
1.0	Create a policy paper to present to government to detail advantages of AT sector Create incentives for purchasing AT within all government. (New approach to stimulating innovation by rewarding risk and success.) Possible award "Courage in Technology Aw	SATA, in conjunction with other associations and government agencies.	Information from the State of the Industry paper <a href="#">click here</a> will provide input for discussions.
2.0	Develop State of Industry Paper that could be used to show how innovative procurement could help grow the industry through economic development.	SATA	State of the Industry Paper completed November, 2005 <a href="#">click here</a>
3.0	The Chamber of Commerce is conducting a productivity survey regarding government procurement of local goods and services. They will provide the results to TechACTION	Saskatoon Chamber of Commerce; SATA	Timeline to be determined

## Tasks for Action 18:

Develop communication tools to profile the value of AT industry through case studies, media releases, success stories and awards.

### Goals:

--Develop public education vehicles to help drive growth of AT industry.

--Advertise Saskatchewan AT successes.

### Action Tasks:

#	Task	Who	Status
1.1	Convey to government, by way of information sessions and ongoing communications, importance of AT sector. (Include publicizing news releases and case studies on work in Sask, and awards for technology successes). Demonstrate successes and importance.	SATA - State of the Industry Report	Presentations to be developed and meetings scheduled for early 2006. Information from the State of industry paper <a href="#">click here</a> to be used in communications.
1.2	Coordinate events such as awards ceremonies, internal successes, external Canadian successes, int'l successes, news releases for wins and achievements by Sask companies, and help generate spirit of camaraderie between Sask organizations.	SATA and other industry Associations	Ongoing SATA programming
1.3	Tap into existing awards programs to present AT award. There are several awards programs that AT could fit into, ABEX, SABEX, etc. rather than have a stand alone event. TechACTION is welcome to introduce an AT award.	SATA, Sask Chamber of Commerce	Ongoing
1.4	Share news releases and other AT industry events with existing organizations, such as SREDA and Chamber and other industry associations – develop process for information sharing	SATA & other Associations	Ongoing. Meeting held with SEIMA, SNMDA, AgWest Bio, STEP in November
1.5	Develop public awareness tools re: technology and science. Determine audience for communicating to (gov. public, external to province, schools, etc) then chose appropriate vehicle. Must be prepared to spend time and money	OPEN	Timeline to be determined

## Tasks for Action 19:

Collaborate with industry associations as catalysts and vehicles for networking events.

### Goals:

- Provide group promotion strategy such as a network to support partnership opportunities.
- Research if a structured networking facility exists and how SATA members could use it.
- Create a portfolio of SATA members to help promote each other and SATA.
- Put people together for purpose of communicating to share market opportunities.

### Action Tasks:

#	Task	Who	Status
1.0	Provide network to support partnership opportunities where companies can look beyond Sask. Industry Promote inside & outside Sask. and attend key conferences and forums.	SATA	Ongoing
2.0	Research if a structured networking facility exists and how it could be accessed and used.	OPEN	Timeline to be determined
3.0	Create a portfolio of industry members that can be used to help members promote each other and the industry.	SATA; SIR	Ongoing
4.0	Develop networking to put people together for purpose of communicating to share information and experiences. Could include speed networking or create a President's Club for CEO's where people get together for deal-making.	SATA	Ongoing
5.0	Forum – need industry leader to facilitate, could be the same model as RREDA breakfast meetings. Activities for networking (Export Café). Include professional organizations	SATA	Timeline to be determined

## Tasks for Action 20:

Communicate value of networking and identify venues/vehicles for regional cooperation and global marketing.

### Goals:

- Increase networking activity in the AT industry through unique/innovative events.

### Action Tasks:

#	Task	Who	Status
1.0	Communicate fundamentals and why it's important to network. Use networking in areas like web-based meetings, using NetMeeting or similar software hosted by SATA; cross-sector networking (jointly hosted seminars between sectors like AT & Environment)	SATA and other industry Associations	Timeline to be determined
2.0	The Saskatoon Chamber has "Break for Success", a monthly breakfast meeting	SATA & other	Ongoing

	that promotes, encourages and helps develop networking and promotional skills. They would be pleased to add TechACTION to their invitation list	Associations; Saskatoon and Regina Chambers	
3.0	Use TechACTION website to facilitate networking activities	SATA; Laurel Reich	ongoing
4.0	Create a separate TechACTION website	SATA	To be completed by Nov 05

## Tasks for Action 21:

**Foster the development of consortium and strategic alliances to increase economies of scale.**

### Goals:

--Foster development of consortium and strategic alliances to take advantage of economies of scale.

### Action Tasks:

#	Task	Who	Status
1.0	Foster consortium development, buying and selling consortia to take advantage of economies of scale and selling consortia where everyone helps each other get in the door, or work together for larger RFPs. Also could include US sales office for marketing.	SATA Dwayne Hnatiw - Morningstar Technologies	Ongoing
2.0	SREDA has a "buy Saskatoon" directory/website. TechACTION could utilize it to promote AT industry. Also utilize other industry associations to promote AT.	SREDA; Sata; other industry Associations	ongoing

## Tasks for Action 22:

**Facilitate collaboration between industry and research institutes to increase technology transfer and commercialization.**

### Goals:

--Create more collaboration between industry and university R&D to create more "market ready" research coming out of University R&D.

### Action Tasks:

#	Task	Who	Status
1.0	Create website to help facilitate industry projects with University R&D and student projects. Industry should help researchers to know what industry's needs are. Connected to Action #8 in Building Business (U of R Innovation Centre)	SATA and other industry associations; U of R - Gord Owen; U of S -	Innovation Centre proposal for U of R is under development. Commercialization

		Doug Gill; SIAST	Centre proposal for U of S under development
2.0	Research existing tech transfer/commercialization models that are working (W. Laurier, UBC, TechEdmonton)	SATA	ongoing
3.0	Determine what works and what doesn't work for similar sectors (TRLabs, PTRC, AgWest, etc)	OPEN	Timeline to be determined
4.0	Compare/contrast U of S/ U of R tech commercialization models	OPEN	Timeline to be determined
5.0	Hold events that connect industry/academic/research	SATA	Timeline to be determined
6.0	Develop opportunities for one-on-one introductions to connect more specifically (personal introductions)	OPEN	Timeline to be determined
7.0	Have SATA Government Affairs committee follow-up with other Provincial Economic Summit activities.	SATA	Timeline to be determined
8.0	Joint sharing Forum, work with SIR, Industry to host, include UILO. Have UILO facilitate for industry, set up meeting with UILO and ask UILO about opportunities for Forum	OPEN	Timeline to be determined
9.0	Linkages to education institutions outside of the Province. Communicate with other education institutes. U of R Opportunities Forum.	OPEN	Timeline to be determined
10.0	Manufacturing pilot project (capacity) - good for sharing, increasing awareness within the industry - capabilities. - getting acknowledgment from a respected industry leader	Western Canadian Manufacturers Capacity Exchange Sask Economic Developers Association; Carlton Trail Regional Economic Development Authority.	Has been established as of June 2005. Has a website <a href="#">click here</a>
11.0	Gather information on the role of the City of Regina / RREDA's new business team - Team Regina	OPEN	Regina Regional Economic Development Authority's TEAM REGINA <a href="#">click here</a>