



INFORMATION TECHNOLOGY
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September 9, 2015

The Right Honourable Stephen Harper
Prime Minister and
Leader of the Conservative Party of Canada
1204-130 Albert Street
Ottawa, ON K1P 5G4

Dear Prime Minister,

With technology transforming products, processes and business models, it is vital that government and industry have a clear understanding of each other's priorities. Information and communication technology (ICT) creates a million jobs in Canada, contributes \$69.3 billion to Canada's GDP, and conducts \$4.8 billion worth of R&D, more than any other private industry sector. Through collaboration, we can continue to build a robust and diversified ICT ecosystem in Canada that embraces innovation, and creates new opportunities for growth.

The Information Technology Association of Canada (ITAC) is the national voice of the ICT industry. In an effort to underscore the importance of the ICT sector, in February ITAC introduced several members of your Conservative caucus to Chief Executive Officers from twelve member organizations.

Today, this letter aims to continue the dialogue, solicit your response to important questions from our industry, and ask that you view these questions as indicators of policy directions that will ensure the evolution of a more diversified and robust digital economy in Canada.

Three key themes underpin our Association priorities:

- 1. Talent:** The critical ingredient to build a sustainable knowledge economy is a technically savvy work force.
- 2. Trade:** Our firms need help making connections in lucrative emerging markets.
- 3. Transformation:** ICT adoption across all sectors is vital to boost and innovate Canada.

On behalf of ITAC's 390 members, I ask that you review our Association priorities, and indicate your position on these pressing issues. **Please respond to these questions by October 9, 2015 so that we can share your positions with our member organizations.**

Building a Sustainable Knowledge Economy through Investments in Talent

Canada's ICT industry faces a chronic shortage of skilled men and women to fuel its growth. We need to develop a pipeline of skilled people that will allow our companies to grow and be competitive globally. We need to make skill development in math, science and technology a national priority.

- ***Q: What measures would a Conservative Government put in place to ensure a robust domestic talent pool is augmented when necessary by access to the global talent pool?***

Innovate, Grow and Transform Canada through Investments in ICT

Canadian companies' investment in technology is roughly half that of their counterparts in the United States and most economists believe this under-use of technology presents a serious threat to Canadian productivity growth.

Additionally, government has a unique opportunity to be a model user of technology and empower our private and public sector markets in Canada to transform through innovation.

- ***Q: What measures would your Conservative Government put in place to spur a more robust use of technology and help knowledge-based companies succeed and grow?***
- ***Q: Will your party continue to make federal ICT modernization a priority, through innovation and transformation efforts that strengthen service delivery to Canadians?***

Improve Canada's Economic Competitiveness through Investments in Trade

Globalization and trade liberalization has created unprecedented opportunities for businesses to diversify and expand abroad, but our firms still need help making connections in the lucrative emerging markets. We strongly support trade agreements between Canada and other countries, but now, we need to capitalize on them.

- ***Q: What measures will the Conservative Government put in place to help innovative ICT companies to scale globally?***
- ***Q: Would the Conservative Government continue programs such as Going Global, to help small and medium business gets export-ready?***

Thank you for taking the time to answer these important questions. We will communicate your responses to our member companies who are keenly interested in this federal election and its outcome. I wish you the very best for a successful campaign.

Sincerely,



Karna Gupta
President and CEO

Enclosure