



# Growing Sector Growing Profits

Locate Expand Research Partner Invest in Manitoba's ICT Sector

## A Winning Environment for Communications Technologies

### Manitoba ICT Salaries

Position	Typical Starting Wage	Typical Average Wage
Computer Engineer	\$ 31,000	\$ 54,800
Computer Systems Analysts	\$ 32,000	\$ 59,000
Software Developer / Engineer	\$25,000	\$ 51,400
Computer Programmer	\$ 22, 500	\$ 48,000
Network Administrators / Web Technicians	\$ 28,000	\$ 47,000

Manitoba Advanced Education & Training  
2005 - \$Cdn

Manitoba has the telecommunications infrastructure and business environment companies need to succeed and the sector is growing. The number of telecommunications firms in Manitoba doubled from 35 to 70 between 1998 and 2003. We are home to a wide variety of carriers, resellers and manufacturers of wired and wireless communications solutions, including Canada's third largest telecommunications provider – Manitoba Telecom Services Inc.

Manitoba's communications technologies sector includes:

- wired and wireless telecommunications carriers
- telecommunications resellers
- satellite telecommunications providers
- cable and other program distributors

The sector is supported by numerous communications application and product developers. These firms design and manufacture a broad spectrum of niche solutions, including smart antennas, broadband RF signal transmission systems, cellular signal amplifiers and repeaters. Manitoba's advanced, competitive telecommunications infrastructure provides high-speed access across the province.

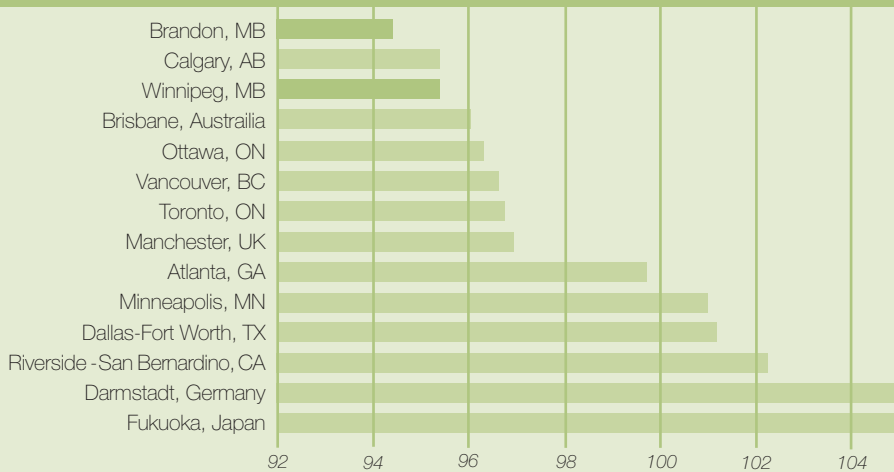
### Lower Costs. Higher Profits.

- KPMG ranks Manitoba among the most cost-competitive locations in 11 industrialized nations for telecommunications equipment manufacturing.\*
- Manitoba's telecommunications and broadcast industries offer a wealth of skilled labour at competitive rates. With salaries at eight per cent less than the national average, we can add to your bottom line.
- You'll pay less for statutory and other benefits. At 29 per cent of salary and wages, Canada compares well with the 32 per cent paid in the US, due in large part to lower medical premiums.
- Canada's income tax incentives for research and development are among the most generous in the world, and Manitoba companies reap even greater rewards. In 2005, the combined federal and provincial tax credits for a non-manufacturing firm in Manitoba reduced a \$100 R&D investment to an after-tax cost of just over \$40.
- Our quality office and industrial space is abundant and among the lowest cost in the country.
- We have the lowest published electricity rates in North America and one of the most reliable power delivery systems on the continent.
- With Canada's third largest concentration of network switches, more than 75,000 strand kilometres of fibre and 100 per cent digital switching technology, Manitoba provides the highest quality standards in network integrity, flexibility and reliability. Connectivity to US and international markets is fast and affordable.

\*KPMG's *Competitive Alternatives – The CEO's Guide to International Business Costs G7, 2004 edition*

### Telecommunications Equipment Manufacturing

Comparative Cost Indexes, U.S. Average = 100  
Source: KPMG 2004



## A Winning Environment for Communications Technologies

### Local and national industry and professional associations support the communications industry in Manitoba.

- The Information & Communications Technology Association of Manitoba
- Canadian Information Processing Society
- Canadian Wireless Telecommunication Association
- Canadian Cable Telecommunications Association
- United Telecom Council
- Information Technology Association of Canada

### Telecommunications Carriers

- Manitoba Telecom Services Inc. (MTS)
- Rogers Communications Inc.
- TELUS
- Manitoba Hydro Telecom
- Shaw Big Pipe
- GT Group Telecom Services Corp
- I-Netlink Wireless
- Kore Wireless
- WiBand
- Westman Communications Group.

### Our People – Young, Educated and Loyal

- With more than 5,700 people, the telecom sector employs more than one third of Manitoba's ICT talent.
- Our degree and diploma programs in the ICT field are some of the best on the continent.
- Our ICT workforce is energetic, with over 65 per cent of them between the ages of 25 and 44.
- Manitobans are well educated, with more than 81 per cent of ICT workers having post-secondary education. Our eight post-secondary institutions are educating more than 70,000 students annually.
- Manitoba's workforce is loyal, showing the second highest job tenure in Canada at 108 months.
- Manitoba is one of the country's most multi-cultural provinces, with more than 100 different languages spoken.

### Home to Innovators

Manitoba has a broad range of telecommunications carriers. They provide a full suite of commercial and residential services for wireline voice and high-speed data services to next-generation wireless services.

Driven by the massive growth in the demand for Internet, mobile devices and bandwidth, the province is also a growing market for communication applications and product development. Local companies are gaining recognition world wide for their innovative solutions:

- Infomagnetics Technologies Corp. is an internationally recognized expert in developing, manufacturing and testing conventional and novel antennae designs for satellite, terrestrial and microwave communication systems.
- AML Wireless designs, manufactures, markets, installs and services state-of-the-art broadband RF signal transmission systems to provide solutions for video, voice or data distribution. AML has served more than 60 million customers world wide for the past 30 years.

### The sector is supported by a number of communications related R&D programs and facilities in the areas of:

- Applied Electromagnetics
- Compression technologies
- Telecommunications
- Wireless communications networks and mobile computing
- Nanofabrication
- Microelectronics

### We can help - Financial Support for Communications Technologies Companies

Manitoba communication technology ventures have access to numerous financial support programs including:

- Manitoba Feasibility Study/Business Plan Program
- Manitoba Technology Commercialization Program
- Scientific Research and Experimental Development Tax Credit Program
- Manitoba Research and Development Tax Credit
- Manitoba Trade Assistance Program
- Industrial Research Assistance Program

### Invest In Manitoba's Communications Industry.

We have all the advantages that can help you improve your bottom line. Visit us at [www.gov.mb.ca/est/knowledge](http://www.gov.mb.ca/est/knowledge) or call **204-945-6657** to learn more.