The Fast Track for Software and Computer Services

If you're looking to improve your company revenue, Manitoba is the place to be. In 2003, total revenue for the software and computer services industry increased by 58 per cent to $645 million (Cdn); 15 times the national average of four per cent.

We're a Leader!

In 2004, KPMG ranked Winnipeg, Manitoba among the lowest of 121 cities in 11 leading industrialized countries for the business costs associated with R&D, Software and Corporate Service operations.

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 is home to more than 1,017 companies in this sector. Nearly 75 per cent provide computer systems design and related services.

Software developers have been on the fast track here, with 125 per cent growth in operating revenues and 100 per cent growth in the number of software enterprises across the province between 2001 and 2003.

Manitoba's software and computer services industry designs, produces and distributes innovative solutions around the world in a variety of vertical markets including:

- biomedical informatics
- financial services
- digital media
- wireless communications
- IT services

Lower costs. Higher ProfITs.

- KPMG ranks Winnipeg third among 121 industrialized cities for business costs associated with software development.*

- With salaries at only 94.8 per cent of the national average, Winnipeg has the most competitive IT salaries of seven major Canadian markets *(Robert Half Technology Survey, 2005).*

- 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.

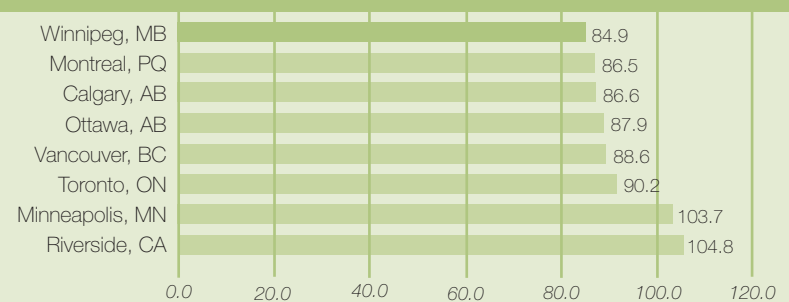**KPMG's Competitive Alternatives – The CEO's Guide to International Business Costs G7, 2004 edition*

Software Design (Advanced Software)

KPMG Ranking of Cost Advantage in Selected Cities* *US Average Index = 100*

City	Index
Winnipeg, MB	84.9
Montreal, PQ	86.5
Calgary, AB	86.6
Ottawa, AB	87.9
Vancouver, BC	88.6
Toronto, ON	90.2
Minneapolis, MN	103.7
Riverside, CA	104.8

Manitoba

The Fast Track for Software and Computer Services

Our People – Young, Educated and Loyal

- Manitoba's software and computer sector employs more than 6,000 talented people who take great ideas to market around the world.

- 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

In addition to the presence of world leaders such as IBM and EDS, Manitoba has a growing number of homegrown national and international players. Local companies are gaining recognition worldwide for their innovative solutions:

- Emerging Information Systems Inc. (EISI) is the creator of NaviPlan, the most widely used financial planning software in North America. EISI was listed in 2004 on the Deloitte Canadian Technology Fast 50 and on the Branham 300 list of top Canadian IT companies in both 2004 and 2005.

- Protegra Technology Group is an established enterprise application development services and integration company with clients in a wide array of industries around the world. With 2004 revenue growth of 658 per cent, Protegra was listed for the second consecutive year in PROFIT magazine's top 100 ranking of Canadian companies.

- Frantic Films has firmly established itself as one of North America's most creative resources for stunning visual effects, post production and animation technologies. It is best known for its work on feature films such as X-Men 2, The Core, Swordfish and Scooby-Doo 2.

- Momentum Healthware is a prominent independent software developer specializing in the development, delivery, integration and support of seamless information systems for the healthcare industry. Its solutions serve the provincial health requirements of rural hospitals and long-term care facilities in Canada, and the continuum of long-term care organizations in the United States. The company has achieved distinction as a Gold Certified software developer for Microsoft and is regarded as the "go-to-partner" for long-term care solutions based upon the Microsoft technology platform.

- Online Business Systems is an IT consulting firm that combines business and technology expertise to resolve complex business challenges. Online's success has been recognized with numerous business and technology awards from such companies as Deloitte and Touche, The National Post and Financial Post Magazine.

We can help - Financial Support for Software and Computer Services Companies

Manitoba software and computer services ventures have access to numerous financial support programs including:

- Manitoba Feasibility Study/Business Plan Program
- Manitoba Technology Commercialization Program
- Manitoba Interactive Digital Media Fund
- Scientific Research and Experimental Development Tax Credit Program
- Manitoba Research and Development Tax Credit
- Manitoba Film and Video Production Tax Credit Program
- Manitoba Trade Assistance Program
- Industrial Research Assistance Program

Invest In Manitoba's Software and Computer Services Industry.

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