

DATA AND CLOUD SERVICES

(Data centres, database management, and cloud-based software and services)

This is one of the most rapidly growing subsectors in Kanata North. While there are a number of recent startups, this subsector taps into the existing skill sets and product/service lines of other high tech subsectors in Kanata North, underlining the value of “industrial clustering” in the area.

Existing areas of expertise include:

- Solutions: Data protection, information management, enterprise content management, business services and cloud management, routers for distributed applications
- Systems and subsystems: Administrative systems, cloud enablement systems, network systems, event management systems, file movement software
- Services: Voice/data monitoring, e-Business, managing, supporting, infrastructure

PRODUCTIVITY

Based on the research, the total revenues to the sector are \$56.3 million with 289 workers. The estimated productivity by sales-per-employee is \$195,000. This is somewhat lower than average for the Kanata North area as this subsector has smaller firms and is in early-stage development, but it is still significantly higher than the Canadian average.

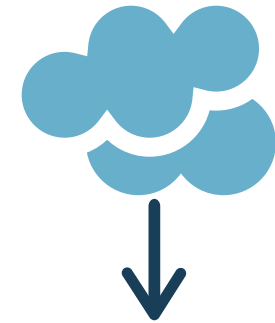
EMPLOYMENT

Wages and salaries are about 80% of revenues, owing to the nature of the work. Of this, professional employment is approximately 60% and technical 30%, with the remaining 10% falling into other categories.

LOCAL/REGIONAL SPENDING

Most of the firms identified in this sector are Canadian.

As there are a number of start-ups, EBITDA for the present is estimated at 10%. The remaining 10% of revenues after labour go toward general and administrative costs.



289

NUMBER OF WORKERS

\$56.3m

REVENUES

\$195k

**PRODUCTIVITY BASED
ON SALES-PER-EMPLOYEE**

90%

EXPORT RATIO

