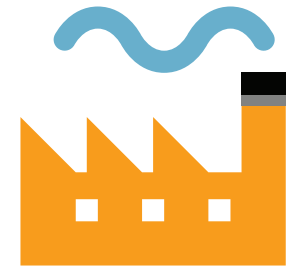


# MANUFACTURING, ENGINEERING, INDUSTRIAL AND SYSTEMS DESIGN



The manufacturing, engineering, industrial and systems design subsector is the sixth largest of the high tech subsectors by revenues.

## Areas of specialization in this subsector include:

- Systems: systems integration, multi-element fabrication, manufacturing systems solutions, telemetry/remote systems, EMS sales representation
- Product: gauges, cables, digital seismographs, measurement systems, precision instruments, video interfaces, submersible data loggers
- Services: hardware design, ASIC design, environmental services, design automation, modifications/repair

## PRODUCTIVITY

Based on the research, the total revenues to the subsector are \$343.5 million. The estimated productivity by sales-per-employee is \$307,000. With low input costs, these figures are quite good.

## EMPLOYMENT

Wages and salaries are approximately 70% of revenues, 60% professional-level and 35% technical.

## LOCAL/REGIONAL SPENDING

Contribution to EBITDA within the Kanata North area is approximately 15%, and purchase of materials and selected components, such as specialized ICs, is 15%. Most of the larger firms are foreign-owned. The purchased inputs came in some cases from the Kanata North local Value-Added Re-Sellers (VARs) and Parts Suppliers sector, but most came from outside Canada.

**1,122**  
**NUMBER OF WORKERS**

**\$343.5m**  
**REVENUES**

**\$307k**  
**PRODUCTIVITY BASED  
ON SALES-PER-EMPLOYEE**

**80%**  
**EXPORT RATIO**

