

TELECOMMUNICATIONS, WIRELESS AND PHOTONICS



This subsector is the jewel in Kanata's crown. Not surprisingly, in light of the history of Kanata North's development, the telecommunications, wireless and photonics subsector is by far the largest in Kanata North, with full capability and expertise.

This makes it unique in the world as there is only a small handful of similar locations anywhere else in the world. A great many of the "best of the best" in this subsector are represented in Kanata North.

With Kanata North's brain trust, existing infrastructure and support, it has become a leading edge hub of research and development activity, even when headquarters are located elsewhere. In fact, research and development is the key function in this subsector.

Areas of specialization include:

- Solutions: Intelligent networks, broadband networks research and development, wireless handsets, optical networks, 4G mobile, wireless access, unified communications, enterprise networks
- Systems: Tracking, billing systems, wifi networks, cloud networking, routers and networks, packet optical networks, software defined networks, packet microwave, multiprocessor systems, carrier networks, optical transport

- Products: Satellite hub, internet working, mobile VoIP, hybrid integration optical, network infrastructure, CRM on phones, video interaction, network integrity, telecom modules, optical equipment, telephony enabling technology, harsh environment equipment
- Services: Cloud-hosted services, photonics design, global conferencing, mobile phone, enterprise communications, network maintenance, RF solutions for wireless, satellite networks, application development

PRODUCTIVITY

The estimated productivity by sales-per-employee is \$231,000. Based on the research, the total revenues to the sector are \$1.861 billion with 8,061 workers.

EMPLOYMENT

Wages and salaries are about 70% of revenues. Of this, professional employment is approximately 90% and technical 10%.

LOCAL/REGIONAL SPENDING

Estimated at 15%, EBITDA is quite low for the subsector, though not necessarily for individual firms, as they do not have to contribute to their firm's profits except through the research and development that leads to competitive products.



8,061

NUMBER OF WORKERS

\$1.861 b

REVENUES

\$231 k

PRODUCTIVITY BASED ON SALES-PER-EMPLOYEE

95%

EXPORT RATIO