

*Connect. Convene. Collaborate.*

# **TRILLIUM NETWORK: OVERVIEW, UPDATE AND GEO-MAPPING PROGRAM**

*Presentation to  
APRC Workshop 2017  
March 17, 2017*



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## Reminder #1: *What is the Trillium Network?*

- Lawrence Centre's first research project in the *Future of Canadian Manufacturing* series was *Learning from Leading Firms*
- In 2013, Conference participants recommended three practical actions that could support the growth of manufacturing in Ontario
- Ontario's 2014 Budget funded the Trillium Network to implement the recommendations



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## Reminder #2: The “Practical Actions”

1. Establish business-to-business mentoring of the next generation of Ontario manufacturers
2. Facilitate partnerships between firms and educational/research institutions to support skills development and R&D
3. Match Ontario’s approach to investment attraction with best-practice jurisdictions, notably Mexico



# Update #1: Getting Started

- Trillium Network was established as a not-for-profit corporation located in London
- 2015-16 was first year of operations; small professional and administrative staff in place
- Board of Directors: Carol Stephenson (chair), Ian Howcroft, Ray Tanguay, Peter Wallace, Ben Whitney, and Richard Dicerni



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## Update #2: How We Work

- The goal of the network is to help firms and organizations seeking to grow Ontario manufacturing to: “connect, convene and collaborate”. Twenty formal Partner agreements now in place to date:
  - Automotive Parts Manufacturers’ Association
  - Automotive Policy Research Centre
  - Business Council of Canada
  - Business Development Bank of Canada
  - Canadian Manufacturers & Exporters Ass’n
  - City of Toronto
  - Conference Board of Canada
  - Excellence in Manufacturing Consortium
  - Export Development Canada
  - FedDev Ontario
  - Invest Ontario
  - ISED Canada
  - Institute for Competitiveness & Prosperity
  - Lawrence National Centre, Ivey
  - Ministry of Economic Development/Growth
  - Ministry of International Trade
  - Mowat Centre
  - National Research Council Canada
  - Waterloo Region Econ Development Corp
  - Yves Landry Foundation



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## Update #3: Activities

1. The *Firm Profile* project aims to “change the narrative” by profiling Ontario manufacturing success stories: 45 SME profiles posted to our website to date
2. Implementing the three “*Practical Actions*”:
  - Partnering with BDC to establish *Ontario Global 100 (OG100)*: business mentoring initiative based on successful Quebec model (“QG100”) with a focus on success in global markets
  - Supporting ‘Auto Advisor’ Ray Tanguay on investment attraction
  - Completed prototype geo-mapping tool to identify and connect Ontario auto manufacturers with educational institutions as partners



# Geo-Mapping Program

- Phase 1 of Geo-Mapping Program (GMP) project is complete
- APRC has been a founding partner, providing access to its detailed database of 770 auto manufacturers
- Phase 2 is launching now (seeking outside funding support) to broaden coverage to the full manufacturing sector across Ontario
- APRC data will remain an important component



# Target Users of GMP Tool (1 of 2)

- Firms in Ontario's manufacturing sector, particularly SMEs, looking for educational/research institutions as partners for skills development and practical R&D
- Post-secondary educational institutions looking for training and research partners & employers for their graduates
- Firms in and outside Ontario looking for supply chain partners and investment opportunities





# Target Users of GMP Tool (2 of 2)

- Economic development, education and research departments and agencies at the federal, provincial, regional and local government levels
- Researchers and think-tanks.



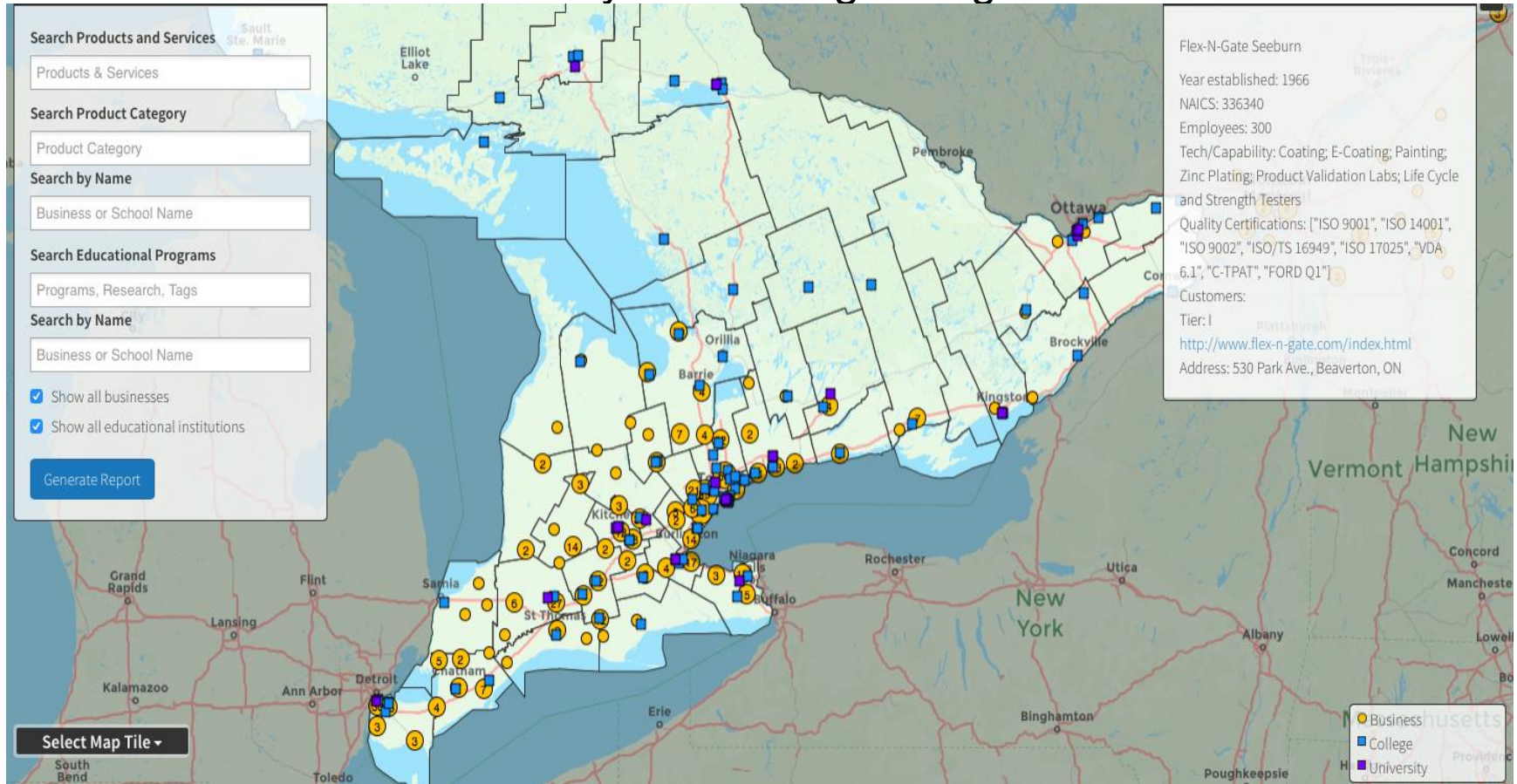
# Vision for a Mature GMP Tool

- A comprehensive data tool focused on the needs of the manufacturing sector and its partners, bringing together decision-quality, geo-locational information, including:
  - **Meta-data on all Manufacturing establishments** – Name, Sales, Employees, NAICS, products, capabilities, technology, ISO
  - **Education/Research Institutions** – Colleges, Universities, Research labs
  - **Infrastructure** – Highways/roads/rail, airports, Seaway ports, border crossings
  - **Leading Networks, EDOs, Government Organizations** – names, locations, industry and alliances



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## Phase 1 GMP Tool: All Auto Manufacturing Firms and Related University and College Programs



# Phase 2 Plans

- Subscribed to comprehensive data service covering every manufacturing establishment in Ontario
- Enrich firm-level data elements with sectoral datasets (auto (APRC, others?), food & bev...)
- Add education/research sector program/capabilities data drawn from NRC, granting councils, Gov't of Ontario
- Establish public-facing hosting capacity for open access

