

Q4 2024



WESLEY CLOVER QUARTERLY UPDATE

HOW EDGE
SIGNAL
FOUND ITS
EDGE



Wesley Clover

Enabling Innovation, Technology and Growth



EDGE SIGNAL



MARTELLO

streetwave



SOLINK



Teldio

thinkRF™

Pisano



VizioSense

segmentify

solace



THRIVE

Ai SPARK





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Message from the Chairman



I am pleased with the progress made across the Wesley Clover portfolio for the final quarter of 2024. Our tech sector companies are addressing industry challenges with innovative solutions that resonate globally and with diverse customer bases.

Edge Signal is redefining enterprise solutions and services with its Edge AI-driven platform that integrates seamlessly with sensors, voice, video, cameras and IoT devices. By offering low-code/no-code tools and real-time actionable insights for SME and large clients, it empowers industries including retail and hospitality to streamline operations, enhance customer interactions, and mitigate risks.

thinkRF concluded 2024 with nearly a threefold revenue increase, fueled by global deals and advancements in spectrum intelligence. Highlights include their largest SXM deal in the Middle East, expanded operations in North America, and the launch of a very compact SXM Node, combining exceptional performance and energy efficiency to unlock new customer opportunities.

Teldio, trusted by Fortune 1000 companies, is transforming two-way radio networks in industrial markets. With AI advancements, the company bridges human-to-machine communications, enabling tasks like automated dispatch and predictive operations, enhancing efficiency and safety across most industry types.

Celestra Health Systems, a leader in AI-based neurological monitoring, achieved significant milestones, including FDA certification, clinical trials in four countries, an Android app launch, and \$185K in initial revenues from the UK National Health Service. These achievements position Celestra Health for another strong year of growth in 2025.

The cornerstone of our mission to foster entrepreneurial talent is realized through our Ottawa-based **L-SPARK Accelerator** and **Alacrity Global** programs. By providing startups with resources, mentorship, and market access, we support a steady pipeline of innovative solutions for enterprise-level organizations.

As we look ahead to 2025, I am optimistic about the business growth opportunities before us. Our market timing is right and together we continue to build an ecosystem that drives global business success while contributing to communities worldwide.

Thank you for your ongoing support, and I wish you continued health and prosperity in the new year.

Kind Regards,
Terry Matthews
Chairman

HOW EDGE SIGNAL FOUND ITS EDGE

EDGE SIGNAL — Addressing the complexities of edge computing infrastructure • edgesignal.ai



Arda Ozgun,
CEO at Edge
Signal

We've checked in with **Arda Ozgun,** CEO at Edge Signal

Arda, tell us, what's the story behind Edge Signal?

Edge Signal was founded by Wesley Clover International as a strategic investment to help accelerate edge application development for several portfolio companies. There was a clear need for this as no alternative solutions were available. It has since grown into an AI-powered edge computing platform that helps businesses solve real-world challenges across different industries.

From the start, we focused on creating a low-code/no-code development environment that now connects hundreds of different applications, sensors, microphones, and cameras. This allows businesses to automate operations, gain insights, and make informed decisions using real-time data.

What are some of the real-world applications of your technology?

While we work across many industries, two examples that highlight how our AI creates impact are in retail and hospitality.

In **retail**, our **Always-On Mystery Shopper** helps businesses understand customer interactions, ensuring service quality, compliance, and upsell effectiveness—without the need for physical audits.

Our AI also enhances security by detecting shoplifting risks, validating alarms, and identifying unusual behavior in real time.

For **hospitality**, Edge Signal improves both safety and efficiency. Our **Safety Audit AI** can detect an unattended child in a swimming pool, assigning a safety risk score to trigger immediate action. Similarly, our **Tidiness Audit AI** checks the real-time condition of a store or hotel against expected standards, ensuring spaces remain welcoming and well-maintained.

These are just two examples of the many ways our AI-driven insights bring value to businesses every day.

What makes your AI different?

Edge Signal isn't just about collecting data; we focus on turning it into **actionable insights**. Our AI leverages **Large Language Models (LLMs)** and **Transfer Learning**, allowing it to adapt to different environments, recognize patterns, and adjust based on seasonality and changing business conditions.

For example, our **Real-Time AI Alerts** use risk scoring to detect unusual activity and automate responses. If a security guard visits a location every night at 1:00 AM, our AI recognizes this as normal and assigns a low-risk score. However, if an

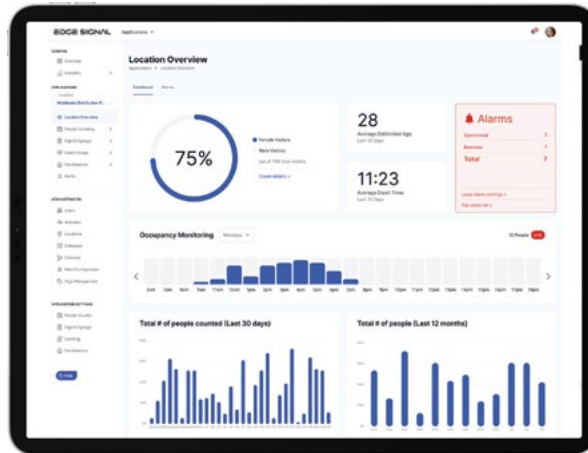
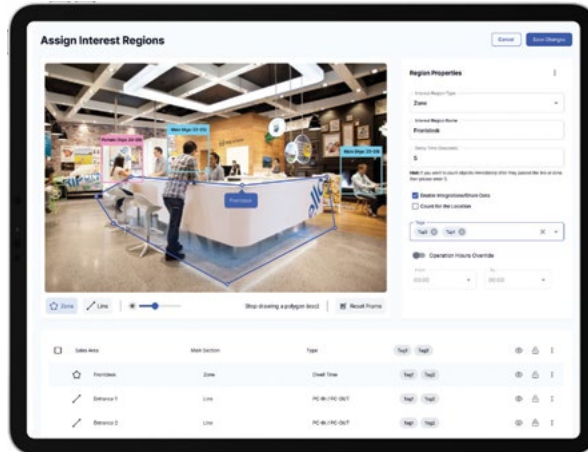
unknown person enters at 9:00 PM, the system flags a high-risk score and alerts staff to investigate.

By combining **voice, video, and sensor data**, our AI creates a complete picture of operations, ensuring that every insight is contextual and useful.

How does Edge Signal help businesses make better decisions?

Our AI helps businesses make smarter decisions by providing real-time insights and actionable recommendations. By continuously analyzing vast amounts of data, detecting patterns, and predicting trends, our AI enables organizations to respond proactively to changing market conditions. Whether it's optimizing supply chains, improving customer engagement, or mitigating risks, our AI delivers real-time, data-driven guidance that empowers businesses to make informed choices instantly:

- **Business intelligence:** Our AI-powered business intelligence delivers real-time insights into traffic patterns, customer engagement, and sales trends. Using advanced machine learning, it identifies key factors shaping customer behavior, helping businesses optimize marketing, personalize experiences, and boost conversions. AI-driven insights refine product offerings, pricing, and promotions, enhancing customer satisfaction and revenue. With predictive analytics and automated recommendations, businesses make data-backed decisions that drive growth and long-term success.
- **Marketing compliance:** AI-driven marketing compliance ensures signage, branding, and promotions are correctly implemented across all locations. Using microphones, cameras and smart sensors, businesses can conduct real-time audits, instantly detecting deviations. AI-powered mystery shopper audits further enhance compliance by analyzing in-store visuals, customer interactions, and adherence to guidelines. These insights help maintain brand consistency, improve trust, and optimize marketing effectiveness.
- **Store performance audits:** AI-powered scorecards rank store performance in real time, highlighting strengths and areas for improvement. By benchmarking top-performing locations, AI identifies best practices in customer engagement, sales, and operational efficiency. For underperforming sites, it provides targeted recommendations on training, inventory, and marketing, helping businesses bridge gaps, maintain consistency, and drive success.



With automated AI-driven audits, real-time alerts, and predictive insights, businesses no longer have to guess—they can act with confidence, backed by data.

How did the innovation come about?

After years of investing in digitizing centralized systems, like ERPs, CRMs, and HR systems, enterprises have shifted their focus towards digitizing remote locations such as warehouses, retail outlets, and manufacturing facilities. However, this transition poses significant challenges due to the high organizational and technical complexities involved in edge computing. To address these challenges, we have introduced a SaaS business model for cloud-edge hybrid solutions, enabling edge applications to run with the same ease and convenience as cloud-based applications. This enables the automation of existing infrastructure, seamlessly integrating sensors, IoT cameras, alarm panels, and other connected devices to enhance real-time monitoring, compliance, and operational efficiency.

A key factor for success is the ability to intelligently process data on-premises, and we have simplified this by offering a low/no-code platform equipped ▶

with extensive AI capabilities, including vision and voice AI, as some of the most valuable and available data points on-premises are video and voice data.

Can you tell us more about voice and vision AI?

As cameras are already widely deployed but primarily used in a reactive manner, vision AI plays a crucial role in our Edge Signal platform. By running vision AI on small edge gateways, we create practical solutions that process video data proactively, delivering valuable insights to our customers.

Voice AI, especially when integrated with other systems, is simply transformative to deliver smarter, more efficient, and user-centric solutions. A powerful example is anonymous voice analysis, which can deliver critical information about customer interactions without compromising privacy. Just think of anonymous voice AI analyzing conversations in real time to determine if upsell opportunities are being offered effectively during customer interactions or real-time sentiment monitoring. This creates a win-win scenario for businesses and their customers, transforming every interaction into an opportunity to deliver more value. Voice AI is revolutionizing interactions much like the transition from silent films to next-generation movies—an innovation that unlocked entirely new possibilities and redefined the way we engage with technology.

What makes Edge Signal so unique?

Let's start with how we deliver our service. We make it very easy—and very secure—to onboard new customers and additional sites, with a very small and cost-effective gateway. This requires zero maintenance, and if needed, can simply be replaced with a new one as our gateway is capable of discovering existing infrastructure, such as CCTV cameras.

To give you an example, we onboarded a large customer in Ukraine during the war. All onboarding was done remotely and was completed quickly and seamlessly—thanks to our **comprehensive edge computing platform**. This is an achievement I'm particularly proud of.

We provide a robust, enterprise-ready edge solution that simplifies prototyping, developing, and managing high-quality edge applications. With a unified dashboard, organizations can seamlessly onboard and manage edge infrastructure and applications, enhancing resource efficiency, reducing environmental impact, and supporting ESG goals.

To give you more details, our platform leverages a wide array of connectors to integrate existing systems—such as alarm systems, microphones, cameras, and sensors—making them smarter through advanced AI. As a software-first company, we transform hardware into intelligent systems, demonstrating that software outpaces hardware in functionality, features, and innovation. Leveraging our deep AI expertise, we utilize multi-modal AI—integrating data from multiple sources such as sensors, IoT cameras, transaction logs, and customer interactions—to generate comprehensive insights and drive data-backed conclusions.

What are some of the benefits?

Edge Signal ensures privacy with anonymous access, keeping videos, voice and data on-premises for secure real-time processing without storage or off-site transfers. Another benefit is real-time actionability: Data is processed in real time, enabling immediate actions without delays. Other benefits include:

- **Hybrid cloud advantage:** Our hybrid cloud approach combines the strengths of edge and cloud computing, ensuring data stays on-premises while leveraging the cloud's scalability.
- **Easy onboarding:** As mentioned earlier, low-cost devices, remote onboarding, and no need for on-site personnel make deployment effortless.
- **Intelligent insights:** Our platform delivers actionable insights rather than raw data, enabling users to make informed decisions effortlessly. This includes site specific insights such as trends, rankings, and real-time statistics for single locations, including correlations and patterns. It also includes account-level insights: Benchmarks, score tables, and historical trends across multiple locations to simplify remote management and improve decision-making.
- **Seamless integration** with existing sensors, cameras, and equipment—no NVR or DVR reconfiguration needed, ensuring a quick and hassle-free setup.

Another important thing to mention is that we go beyond traditional AI by implementing AI fusion—a blend of multiple AI systems—to deliver smarter, more effective solutions tailored to our customers' needs.

You mentioned AI Fusion. Could you please elaborate further?

Of course! AI Fusion is about blending multiple AI technologies to create innovative and comprehensive solutions. We're doing this to enhance

functionality and address complex challenges effectively. Examples include:

- **Transfer learning in real-time:** This technique leverages pre-trained models to adapt and perform tasks in real-time scenarios, enabling quicker deployment and responsiveness to new data or situations. While it delivers strong performance and intelligence in the traditional sense, it can be challenging to incorporate contextual understanding.
- **Video AI based on generative AI:** This involves using advanced AI models to deeply understand scenes or video clips. By analyzing patterns, objects, and actions within the content, it provides richer insights and contextual understanding. While it is not ideal for real-time processing, it can complement real-time models. To achieve meaningful results, the context must be enhanced with data from the surrounding environment, as the technology is not yet mature enough to deliver standalone outcomes.
- **Voice AI:** Adding voice recognition and processing capabilities introduces a contextual layer, much like sound in movies compared to silent films, providing richer data interpretation and enhancing user interaction.
- **Integration with IoT and other data sources:** By combining AI with IoT devices and additional data streams, it triggers dynamic, data-driven actions, creating a truly interconnected and responsive system.

Through AI Fusion, these components work together to deliver a seamless, holistic solution that is greater than the sum of its parts.

That's impressive! You must have a great team behind you, Arda!

I have so much respect for our team! Everyone works really hard, but we have a lot of fun too—getting together for dinners out or weekend get-aways. Our Edge Signal team is composed of highly skilled full stack developers, senior AI PhD-level engineers.

Collaboration is essential for pushing the limits of what's possible and driving innovation within our advanced development environment. Edge Signal is an API-first product, tested with full automation regularly, DevOps and CI/CD encompass all AI capabilities and feedback mechanisms. The system operates with AI Ops at its core.

Given the cutting-edge nature of the technology, we work closely with universities. In addition to defense and LLM projects we are currently



undertaking with academic partners, myself and our CTO, Burak Cakmak, co-authored a recently published IEEE Paper in collaboration with the University of Ottawa, “**LLM-Based Edge Intelligence: A Comprehensive Survey on Architectures, Applications, Security and Trustworthiness**”.

I'm also proud to say that we've been named a recipient of the 2023 IEEE Ottawa Section High Technology Company Award in recognition of “providing a SaaS platform that simplifies edge computing to enable enterprises and application developers to accelerate edge application development while reducing infrastructure management costs and increasing quality and security.”

How much growth have you seen this past year?

Edge Signal has seen substantial growth—both in terms of monthly revenues and head count, fueled by its innovative AI-powered edge computing platform, which has gained traction across multiple industries including retail, hospitality, and logistics. Our headcount doubled in 2024, and we've acquired several enterprise clients. For this year we're expecting to see a substantial revenue increase. Growth through our channel network is crucial. We have made significant progress by building a robust channel network comprising thousands of resellers, as well as partnering with global telecom providers to strategically position our product.

What's next for Edge Signal?

We're always evolving! As edge computing, vision AI, and generative AI advance, we're expanding our platform to make it even more scalable, responsive, and insightful. Our goal is to ensure businesses have the tools they need to make fast, informed decisions—no matter the industry.

To learn more, visit EdgeSignal.ai. 

Opportunities for Martello in 2025: Leading IT into the Future

MARTELLO — SaaS for Enterprise Digital Experience Monitoring • martellotech.com

As we step into 2025, the IT landscape presents both challenges and exciting opportunities for growth. IT leaders are under increasing pressure to not just manage technology but to drive business outcomes, elevate user experiences, and support digital transformation. For **Martello**, this environment creates a unique space to empower IT teams with proactive tools that simplify operations and ensure superior performance.

The Growing Demand for Proactive IT Management

Businesses rely on seamless communication and collaboration tools like Microsoft Teams, yet many IT teams find themselves in reactive firefighting mode, scrambling to resolve issues after they occur. This reactive approach leads to downtime, decreased productivity, and frustrated users. The opportunity for Martello lies in shifting this narrative. With solutions like Vantage DX, Martello equips IT teams with the ability to proactively monitor, identify, and address issues before they impact end-users, ensuring smoother operations and a better return on investment for businesses.

Data-Driven Decision Making

IT teams are often inundated with data but lack the actionable insights needed

to make informed decisions. Martello's performance analytics capabilities fill this gap by delivering meaningful insights that help IT teams pinpoint issues, optimize system performance, and plan strategically. This value resonates strongly with enterprises looking to reduce costs while improving their service delivery.

Navigating Complexity with Simplicity

As enterprises continue to adopt hybrid work models and integrate AI tools like Microsoft Copilot, IT environments are becoming increasingly complex. Martello has an opportunity to position itself as a leader in simplifying these intricate environments. By offering comprehensive visibility and actionable intelligence across the Microsoft ecosystem, Martello can help businesses embrace innovation without compromising reliability.

Capitalizing on Customer Needs

The shift toward proactive IT management and cost efficiency is a significant opportunity for Martello to align with customer priorities. By providing solutions that not only address current challenges but also anticipate future demands, Martello is well-positioned to lead IT teams into a new era of smarter, more effective operations.

2025 is poised to be a transformative year, and Martello is ready to seize the opportunities ahead. Let's make it the year where IT gets ahead—together. ○



Solace continues to push the ‘event-driven integration’ agenda forward

SOLACE — The Leading Enabler of event-driven architecture for real-time enterprise • solace.com

At the end of the last quarter, Solace announced the addition of micro-integrations to its event-driven integration and streaming platform, Solace PubSub+ Platform. The new Solace PubSub+ Micro-Integrations are small, lightweight event-driven integration modules that connect enterprise technologies—including legacy and SaaS applications, messaging services, databases, files, AI agents etc.—to an event-driven distribution layer, called an event mesh, enabling information exchange in real-time.



Specifically, these micro-integrations liberate events data from source systems so it can be streamed over the event mesh, then seamlessly integrate the data to target systems. Consisting of a connector to get events on and off the event mesh, as well as one or more processors that transform event data for easy re-use by other micro-integrations, Solace PubSub+ Micro-Integrations are designed to help enterprises gain more value from their existing iPaaS and API management platforms.

According to Shawn McAllister, Solace CPO and CTO: “Solace PubSub+ Micro-Integrations are about to revolutionize the integration of applications in much the same way microservices changed the game for applications themselves—by decomposing monolithic integration flows into smaller, more manageable, purpose-built components. In doing so, Solace Micro-Integrations will enable the event-driven integration it will take to meet the performance, reliability, agility and scalability needs of increasingly connected, real-time, and intelligent enterprises.”

The very next day, over 5,000 people participated in EDA Summit 2024, the fourth installment of a virtual conference Solace sponsors to advance the state of the art of event-driven architecture.

A full day of more than 45 talks across four tracks saw application developers, enterprise architects and IT executives share best practices and case studies geared to helping their fellow practitioners learn how to get the most out of their event-driven transformation strategies. ●





Cliniconex Kicks Off 2025 with a Trio of Innovative Product Launches

CLINICONEX — Patient engagement platform for medical and care professionals • [cliniconex.com](https://www.cliniconex.com)

Cliniconex, a leader in patient engagement and communication solutions for healthcare providers, has launched three new products in the first week of February. These new offerings further solidify Cliniconex's commitment to empowering healthcare providers with cutting-edge technology that enhances patient care, streamlines workflows, and optimizes operational efficiency.

1. ACM Vault: Elevating Secure Communication

Building on the success of its flagship product, ACM Messenger, Cliniconex introduces ACM Vault. This innovative solution adds a critical layer of security to confidential patient communications. With ACM Vault, users can send encrypted messages and attachments, ensuring sensitive information remains protected and private, even within an already secure platform. This functionality within ACM Messenger addresses the growing need for enhanced data security in healthcare and provides peace of mind for both

providers and patients without changing the workflow of existing ACM Messenger users.

2. ACM Messenger for Hospitals and Medical Clinics:

Recognizing the unique communication needs of larger healthcare organizations, Cliniconex is expanding the reach of ACM Messenger. ACM Messenger for Hospitals and Medical Clinics is designed to facilitate seamless communication across departments, care teams, and patients. By streamlining communication and collaboration, providers are not only increasing time spent with patients but improving their regulatory adherence, access to reimbursement and their reputation as a provider of quality care.


3. ACS Booking: Empowering Patients with Self-Service Appointment Scheduling

Cliniconex is also addressing the evolving expectations of patients with the launch of ACS Booking. This intuitive solution empowers patients to schedule appointments online at their convenience, eliminating phone calls and reducing the administrative burden for clinics. ACS Booking integrates seamlessly with

existing scheduling systems, optimizes appointment availability, and improves patient access to care.

These three product launches represent a significant step forward in Cliniconex's mission to transform healthcare communication. By providing innovative solutions that not only prioritize security, efficiency, and patient-centricity, but work in concert with existing Cliniconex products, the company is poised to continue its growth trajectory and deliver exceptional value to healthcare providers and patients alike.

"We are thrilled to introduce these new products that address critical needs in the healthcare industry," says CEO Kevin Haaland. "Our commitment to innovation and customer success drives us to develop solutions that empower providers to deliver exceptional care while enhancing the patient experience."

Cliniconex invites investors and healthcare professionals to learn more about these exciting new products by visiting their website or contacting the company for a demo. With a strong track record of success and a dedication to innovation, Cliniconex is well-positioned to lead the way in patient engagement and communication solutions. 



Record-Breaking Revenue and Global Milestones Cap Off an Outstanding Year for thinkRF

thinkRF — Leader in software-defined spectrum analysis platforms • thinkRF.com

As we close out the year, thinkRF proudly announces that we have met our annual ambitious revenue goals—achieving almost a threefold increase over last year’s figures—while further solidifying our position as a leader in spectrum intelligence. Our continued success is a testament to the cutting-edge solutions that drive our innovation.

Major Deals and Global Expansion

Middle East: thinkRF is in the final stages of securing our largest SXM deal ever. We are thrilled to confirm that thinkRF has been shortlisted as the sole source provider, our technical and financial proposals have been accepted, and the deal has moved to the customer’s procurement for contract negotiation and awarding. We also identified well-established channel partners to ensure a strong local presence to accommodate the region’s surging need for robust and innovative spectrum management solutions to address wireless infrastructure complexity, cross-border coordination, and license compliance.

North America: After winning a nationwide SXM contract with the Canadian telecom regulator, we’ve begun rolling out the solution. Feedback suggests additional use cases beyond the current scope, paving the way for future opportunities and positioning SXM as the go-to All-in-One platform. Supported by their current use of our systems, ongoing discussions with the US telecom regulator (FCC) signal the strong potential for expanded adoption of SXM south of the border.

Latin America: Building on successful pilots, thinkRF is advancing two major regulator opportunities in Latin America into multi-year commitments, expected to close in 2025. These opportunities



reinforce our foothold and underscore SXM’s adaptability and scalability for diverse environments.

India and Europe: Initial deals secured this year with system integrators led to thinkRF’s platform being designed into their offering, unlocking additional orders and potential joint go-to-market strategies. We’re also weighing a solo or consortium bid for a significant telecom contract—another sign of our growing reputation and flexible approach.

The strategic groundwork laid in 2024 has not only delivered remarkable results this year but also built a stronger pipeline for continued success in 2025 and beyond.

Innovation and Product Evolution

Next Gen SXM Node: After months of development, we’re thrilled to unveil our new compact SXM Node prototype—featuring our next-gen R6000 RTSA—now in-house for validation and potential select pilot customers. This game-changing node combines exceptional performance with a compact, energy-efficient design, unlocking new use cases.

SXM Platform Advancements: Driven by customer feedback and commitment to exceptional user experiences, we introduced advanced analytics dashboards for more nuanced spectrum usage and issues insights. These upgrades empower real-time decision-making, boost efficiency, and safeguard mission-critical communications.

Market Visibility and Industry Recognition

This quarter, thinkRF took center stage at four major events worldwide, showcasing our innovative spectrum intelligence solutions to tech leaders. A highlight was our invitation to an exclusive panel at the Small Cells World Summit in KSA, where we presented thinkRF’s perspective on today’s private network challenges and demonstrated how SXM’s innovative, real-time approach uniquely addresses them. The enthusiastic feedback from these engagements further cements thinkRF’s position as a pioneer in global spectrum intelligence!

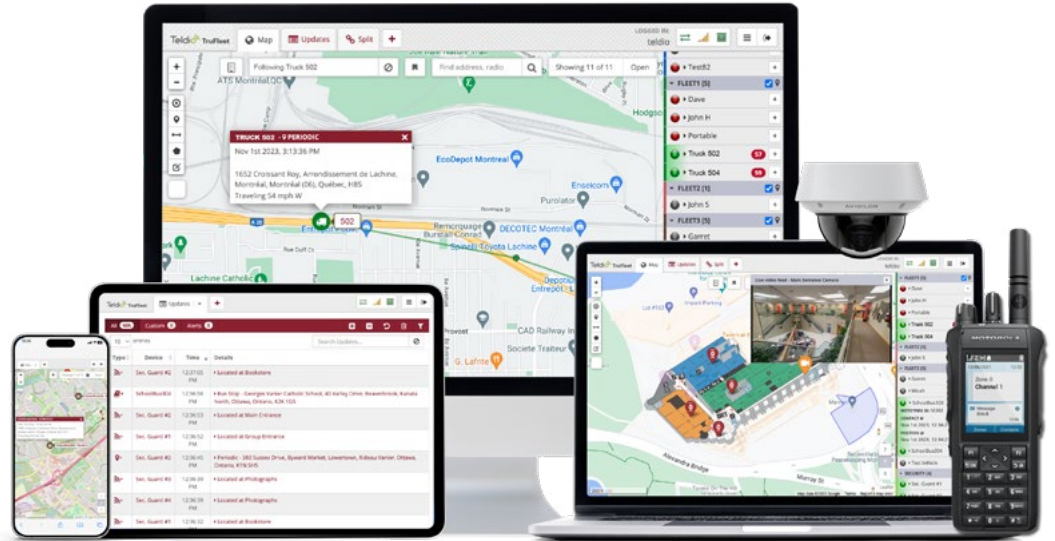
A Look Ahead: From record revenue to transformative deals across the globe, Q4 marks a high point in a year that has been nothing short of remarkable. As we turn our sights to the new year, our priorities remain the same: continuous innovation, unwavering customer support, and strategic expansion into new markets.

We thank our incredible team for their dedication and hard work, our partners and clients for their trust and collaboration, and all those who have contributed to our mission of revolutionizing the way spectrum is managed worldwide. *Here’s to an even more exciting year ahead—together, we continue to shape the future of spectrum intelligence!* 📍



Teldio is Revolutionizing Two-Way Radio Networks

TELUDIO — Revolutionizing video, devices, and two-way radio networks to increase efficiency, safety, and security
 • teldio.com



Two-way radios have been a critical part of industrial markets for decades, and their use continues to grow. The ability to provide instant hands-free group communication in rugged, loud, and often challenging environments resonates for many verticals including manufacturing, oil and gas, education, healthcare, hospitality, construction, transportation and beyond. **Teldio** provides valuable software solutions to the physical security market that enable extraction of more value from those two-way radio network deployments.

Precise Location Tracking for Rapid Response

Teldio's software allows for the precise location tracking of two-way radios, vehicles, devices, and personnel within a facility, both indoors and outdoors. This capability is crucial in situations where immediate human intervention is necessary. Knowing the location of all assets can improve response times to emergencies, where every minute counts.

An example from one of the world's leading auto manufacturers, building cars with sophisticated robotics around the world: When a robot stops, for whatever reason, this causes an expensive production stoppage. With deployment of the Teldio solution, precise location tracking

of people (including skills), and assets, the solution automatically dispatches detailed information to the closest skilled individuals to recover and re-start production, reducing cost and impact of the event.

Enhancing Safety – Integrating Devices for Comprehensive Communication

Teldio's solutions allow various devices such as sensors, IoT devices, fire panels, video surveillance cameras, and mobile phones to communicate with personnel carrying two-way radios. Teldio's smart mobile applications also allow iPhone and Android carrying personnel to participate as well.

For example, at one of the world's largest destination airports: Teldio has integrated with Automatic External Defibrillator (AED) devices, providing digital notification when the devices are deployed, and notifying maintenance teams for servicing to ensure the AEDs are always well maintained and available for the next emergency.

The next phase in evolution for two-way radio networks is Artificial Intelligence (AI). For a long time, the ability to involve machines in two-way radio dialog has been challenging—available technologies were unable to decode audio communications on the narrow band networks that are leveraged by two-way radios, in mission

critical use-cases. Recent advances in AI training are enabling a world of human-to-machine communications. Teldio has been working on AI-based solutions to deliver consistent value across many verticals with a high degree of reliability.

Imagine: Operations, security, robotics, delivery or even first responders and military being able to utilize their existing two-way radios coupled with Teldio and AI to perform human-to-machine type tasks. This ability changes how increasingly valuable these existing private wireless networks are becoming to make most environments safer, more efficient, more productive, more predictive and overall, more digital.

By closing the gap on human-to-machine two-way radio and digital communications, Teldio continues to be one of the most innovative private North American-based companies.

Teldio's software is trusted by industry leaders and used by many Fortune 1000 customers alongside Motorola Solutions radios and networks, Avigilon and Pelco video surveillance systems, and Avtec dispatch consoles.

For more information on how Teldio is enabling the evolution of two-way radio networks, visit teldio.com.



Benbria Highlights from C3X Attendance and New Partnership Announcement

BENBRIA — Customer Experience and Engagement Solutions • benbria.com

This past quarter, **Benbria** demonstrated its commitment to driving innovation in **Campus Experience Management** by attending the C3X Annual Conference and Expo, hosted by NACAS. This premier event brought together leaders in auxiliary services from higher education institutions across North America, creating an ideal platform for Benbria to showcase its cutting-edge solutions and connect with influential decision-makers. Our presence at C3X enabled us to engage directly with stakeholders, explore challenges in student and guest experience management, and present the transformative impact of real-time feedback and omni-channel communication tools. These interactions reinforced Benbria's reputation as a trusted partner for improving satisfaction and operational efficiency.

The conference also provided a valuable opportunity to share success stories and insights with an audience eager to enhance campus services. By highlighting how our **Loop Experience Platform** has been successfully implemented across various institutions, we inspired attendees to rethink their approach to **Campus Experience Management**. The event underscored the growing demand for innovative solutions that empower organizations to proactively address feedback and foster lasting connections with their audiences.

Partnership Announcement

A key highlight from the past quarter was the announcement of our strategic partnership with **Back of House** and **Gordon Food Service**. This collaboration marks a significant milestone in our mission to empower restaurant owners and

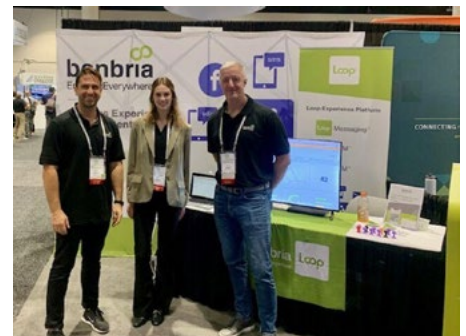


operators with cutting-edge guest experience management tools. Gordon Food Service, founded in 1897, has over 20,000 employees, serves 100,000 customers, and generates \$13B in annual revenue. It is the 22nd-largest privately held company in the U.S. By integrating our Loop Experience Platform with the extensive resources and networks provided by Back of House and Gordon Food Service, we aim to deliver actionable insights and seamless communication channels that enhance dining experiences and drive customer loyalty.

Through this partnership, restaurant operators can leverage data-driven strategies to improve guest satisfaction, optimize workflows, and build stronger customer relationships. With Gordon Food Service's expansive reach in the foodservice industry and Back of House's expertise in supporting restaurant operations, Benbria is uniquely positioned to make a meaningful impact on the restaurant landscape. This collaboration not only broadens our market reach but also demonstrates our commitment to delivering value to a diverse range of industries.

These initiatives reflect our dedication to expanding Benbria's influence and delivering exceptional experiences

to our clients and their customers. We are energized by the momentum we've built through these strategic efforts and look forward to seizing new opportunities to innovate, collaborate, and drive meaningful impact in the year ahead. To learn more about this partnership, please see the [Press Release](#). 📄



Benbria team exhibiting at C3X Annual Conference and Expo

benbria
Engage Everywhere

CELESTRA HEALTH ACHIEVES FDA CERTIFICATION, WINS SAAS NORTH PITCHFEST TOP PRIZE

CELESTRA HEALTH SYSTEMS —
Leader in AI-based monitoring of
neurological conditions •
celestrahealth.com

Celestra Health Systems is an award-winning healthcare technology company that has developed a cost-effective and highly sensitive neurological digital biomarker for unobtrusively measuring patient walking quality, under real world conditions, at 1/100 the cost of conventional solutions.

Celestra Health has achieved several key milestones this past quarter. We are pleased with our progress in 2024 and are well-positioned for significant revenue growth in 2025.

We are currently conducting 7 clinical trials in 4 countries (US, UK, Germany, Canada), with Multiple Sclerosis (MS) as our primary focus; MS is one of the most expensive diseases in the world to manage. Throughout our clinical trials, we have achieved a patient usability rating of 85%. We are now well on our way to establishing a new gold standard in neurological clinics globally.

Our platform is now classified by the FDA as a Class II Software as a Medical Device; this represents the culmination of 12 months of discussions with the FDA, opening the door to commercial sales to neurology clinics throughout the US.

We achieved our first revenues of \$185K from the UK National Health Service (NHS). The Agreement includes a 2-year software site license and associated professional services, including technical support and training.



Consistent with our strategy to validate our iOS app with patients before introducing our Android app, we are pleased to announce that our Android app is now available for production use.



In October, we were selected as 1 of 8 promising technology companies from across Canada to participate in the SAAS NORTH 2024 Pitchfest. SAAS NORTH is the largest Software as a Service (SaaS) conference in Canada, with over 2,000 attendees, representing a mix of technology companies and investors. We are delighted to announce that we were awarded top prize at this high-profile event.

Our clinical trials are now active in 4 countries (US, Canada, UK, Germany), as we continue to build the world's largest database of patient walking samples collected under free living conditions. Our hard-to-obtain clinical trial data is being used to train our increasingly sophisticated AI algorithms that we are protecting through ongoing patent filings.

For the next quarter, we will continue to ramp up our business development

activities in the US and UK, in anticipation of significant revenues in 2025.

We plan to submit our third round of patent applications, based on a set of manuscripts that we have recently prepared. We will also be submitting our manuscripts for publication in leading scientific journals.

As part of our collaboration with the Technical University of Dresden (TUD) in Germany, we are developing and validating our in-clinic gait measurement tool that will be eligible for reimbursement by healthcare insurance providers in Germany and beyond.

We have been selected to present at the 2025 Ontario Bioscience Innovation Organization (OBIO) Investment Summit in Toronto, Canada's leading Health Science investment event, with the stated goal to spotlight Canada's most investable health science companies.

To learn more, visit celestrahealth.com.



VIZIOSENSE: REVOLUTIONIZING THE LOGISTICS SECTOR

VIZIOSENSE — Smart Vision Solutions • viziosense.com

VizioSense, in partnership with Digital Logistics Services, has achieved a significant milestone by winning the prestigious Mobility category at the 2024 Trophées IoT Business Hub, organized by BearingPoint. This recognition underscores the relentless pursuit of innovation in IoT and computer vision by VizioSense, solidifying its position as a transformative force in the logistics industry.

Transforming Logistics with Smart Technologies

Advanced solutions by VizioSense are redefining logistics operations, automating essential tasks, and delivering actionable, real-time insights. By leveraging cutting-edge technologies, VizioSense optimizes workflows and enhances performance across critical logistics functions:

- **Truck Detection and Management:** Real-time identification of incoming trucks facilitates resource allocation and minimizes vehicle waiting times.

- **Efficient Loading and Unloading:** Streamlined operations improve throughput and eliminate delays.
- **Operational Insights:** Comprehensive monitoring and data-driven decision-making enhance efficiency, reduce errors, and boost performance.

These solutions not only elevate logistics processes but also yield substantial benefits, including reduced operational costs, improved safety, and accelerated delivery timelines. By addressing bottlenecks proactively, VizioSense enables smoother, more cost-effective supply chain operations.

The effectiveness of VizioSense is demonstrated by the measurable benefits achieved through its implementations, including:

- Saving **4 minutes per truck** loaded through real-time alerts.
- Achieving a **20% increase in overall efficiency**.
- Realizing **€500 monthly savings per gate**.
- **Enhancing driver safety** by reducing incidents.

These tangible results highlight the significant return on investment (ROI) delivered to logistics companies, making VizioSense a vital partner in driving operational excellence.

Looking Ahead: Expanding Solutions

Building on its success and recent recognition, VizioSense is poised to expand its innovative solutions to a broader range of logistics companies. The company is focused on addressing critical challenges such as:

- Inventory and asset counting: pallets, boxes, trolleys
- Enhancing supply chain visibility
- Increasing loading efficiency to prevent losses, theft, and mismanagement.

VizioSense remains dedicated to empowering businesses with AI solutions to achieve higher efficiency, lower costs, and unparalleled operational excellence.

For more details on logistics solutions by VizioSense, visit viziosense.com

To see how VizioSense is transforming the logistics landscape, watch our explanation video here: [VizioSense Logistics Video: youtube/diDGRBSHP44](https://www.youtube.com/watch?v=diDGRBSHP44).



Winners in the Mobility category at the Trophées IoT Business Hub. From left to right Yann Salomon, Commercial Director at DLS; Christophe Humbert, CEO at DLS; Maxime Schacht, CEO at VizioSense; Thierry Jourand, Business Development at VizioSense

VizioSense, in partnership with Digital Logistics Services, has achieved a significant milestone by winning the prestigious Mobility category at the 2024 Trophées IoT Business Hub, organized by BearingPoint.

VizioSense

PISANO IS REDEFINING XM INDUSTRY THROUGH INNOVATION

PISANO — All-in-one experience management solutions • pisano.com

Pisano has been an agile and strong name in Experience Management (XM) for some time now, but this past year, their voice has been louder than ever.

They've consistently earned recognition from leading industry evaluators—and it's easy to see why. Their focus on creating customer-centric processes and lightning-fast solutions has caught attention across the board and been proven by outstanding customer success and migration trends.

But what truly sets them apart is their ability to solve real-world challenges with speed and ingenuity. It's this combination of vision and action that makes Pisano stand out. This year, Pisano was one of those rare names that consistently impressed us.

Let's take a moment to reflect on their journey, strategy and ambitious goals for 2025 to revolutionize the XM

industry and why it will be one of the most game-changing years for XM vendors.

XM Industry Market Glimpse

For years, the Experience Management (XM) industry has been dominated by traditional survey-based methods. The over-reliance on surveys has led to missed opportunities for richer, more diverse feedback, creating a cycle of stagnation.

While established tools once defined the field, their limitations have become increasingly evident, leaving organizations grappling with incomplete insights and cumbersome processes.

Pisano is redefining the field by moving

Pisano has an innovative approach which is not only attracting new customers but also sparking a wave of migrations from well-established vendors.

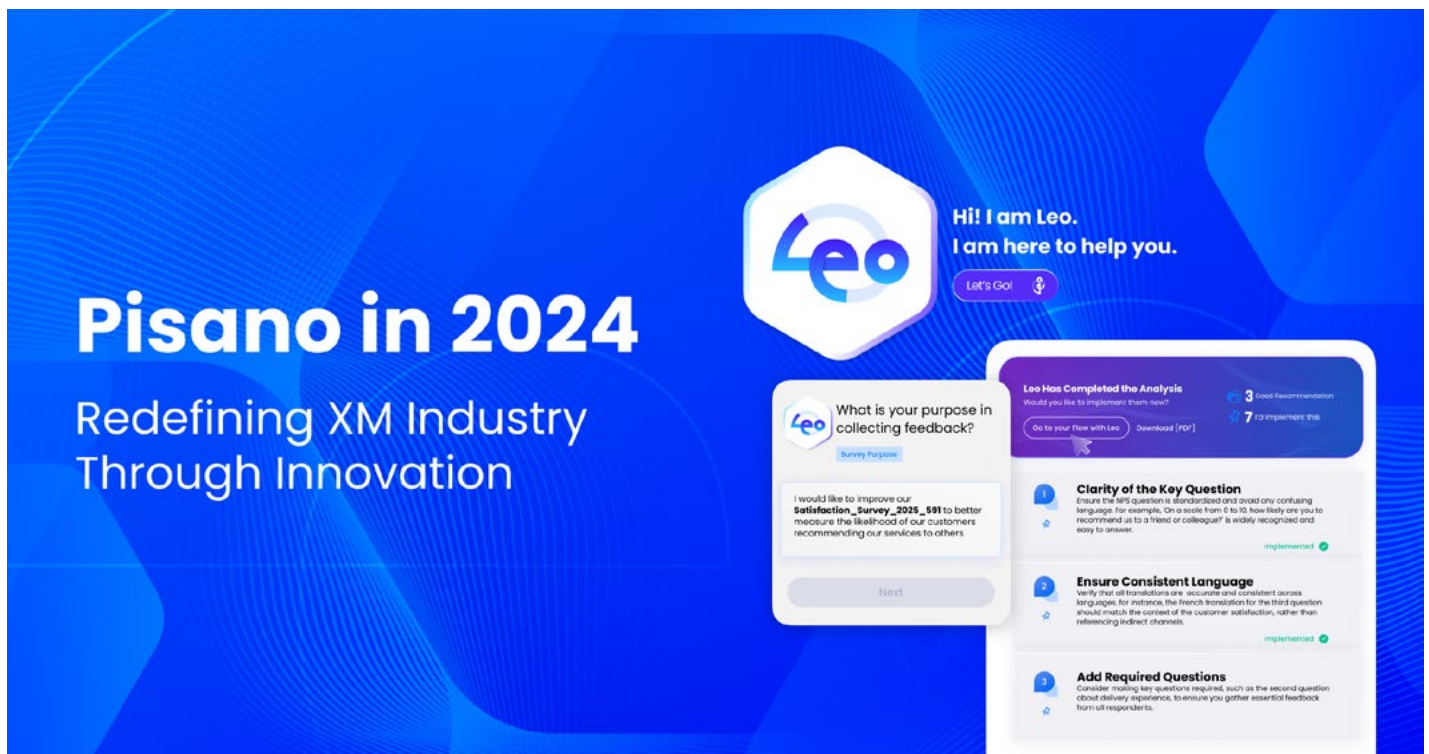
beyond the limitations of surveys with omnichannel feedback capture mechanisms, simple-to-use yet highly effective advanced analysis methods, close-the-loop structures, and the power of Gen-AI.

By prioritizing speed, simplicity, and value of innovation, Pisano offers a fresh approach that opens the door to a new era in Experience Management—one where innovation truly matches the pace of technology.

Migrations from Global XM Leaders

As the limitations of traditional survey-based platforms become more apparent, a growing number of industry leaders are turning to Pisano for a solution. Pisano's innovative approach is not only attracting new customers but also sparking a wave of migrations from well-established vendors.

Major global brands, including those in the highly competitive US market, are choosing Pisano's Voice of the Customer (VoC) platform for its agility, simplicity, and ability to deliver actionable insights without the complexity of legacy systems. ▶





This shift highlights the role Pisano has taken as a disruptor in the industry, offering a modern alternative that resonates with the evolving needs of businesses worldwide.

The Launch of Leo

One of Pisano’s biggest milestones in 2024 was the introduction of Leo, their generative AI-powered Experience Management Assistant.

Leo isn’t just a tool for analyzing reports and surveys; it represents a visionary step forward in turning data into actionable recommendations.

Leo is poised to become much more than an assistant—it’s shaping up to be the engine that powers every aspect of Pisano’s platform, from creating and optimizing surveys, crafting automated responses, to generating tasks that close the feedback loop.

This potential promises not only to elevate Pisano’s capabilities but also to set a new standard for the entire Experience Management industry.

Redefining Employee Experience

In 2024, Pisano also made significant strides in employee experience. Their tools don’t just measure engagement like traditional HR tools, their Voice of Employee (VoE) platform creates insights which give companies a clear, 360-degree view of the employee journey and turns them into actions.

What’s even more impressive is how Pisano brings together Customer Experience (CX) and Employee Experience (EX) into one cohesive framework.

By creating a unified “Total Experience” approach, they’ve demonstrated how interconnected these areas are—and how addressing both drives greater organizational success.

Looking Ahead to 2025

The year ahead feels like a pivotal moment for the Experience Management field, and when it comes to leading the change, Pisano shows no signs of slowing down.

The launch of Leo seems like just the beginning. They’re clearly focused on pushing the boundaries of what Experience Management can achieve, especially by leveraging generative AI to make complex processes simpler and smarter.

The evolution of Leo lies at the core of Pisano’s vision for the future. With its growing capabilities, Leo is set to become the engine that drives every facet of Pisano’s platform, seamlessly connecting customer and employee insights to deliver end-to-end solutions.

But what really stands out about Pisano’s vision for the future is their emphasis on the success of their customers and partners. They’re not just about delivering tools; they are empowering their customers and partners to thrive.

With innovation at the core of everything they do and a commitment to delivering real, lasting value, Pisano is a company we’ll be keeping an eye on in 2025—and we think you should too. ●



Alacrity Global

ALACRITY GLOBAL — Funding and scaling technology start-ups around the world • alacrity.co

The **Alacrity Global** team is enthusiastic and confident as we reflect on the completion of the fourth quarter of 2024. We anticipate not only sustained growth but also significant enhancement across our portfolio of companies, thriving within the current business ecosystem. Our outlook for 2025 is bright, fueled by the promise of progress in our investment exits and fundraising efforts. We are poised to secure more funding and are fully committed to empowering the next wave of Alacrity Global entrepreneurs, aiding them in expanding their ventures. ●



 Assets Under Management \$50,000,000	
 Start-Ups with Follow-on Investment** 96	 22 Alacrity Exits
\$75,000,000 	
LP Investment Opportunities Available 	
132 Active Start-ups* 	Total Enterprise Exit Value*** \$248M+ 

* Number of Active Start-ups includes companies from L-Spark Accelerators.

** All values USD\$. Alacrity Canada and Alacrity UK are registered non-profit operations. As such, those investments are not included above.

*** Estimated.



Alacrity Canada

Annual Impact Report

Empowering Entrepreneurs & Driving Innovation

2023 - 2024

This report covers April 2023-March 2024

ALACRITY CANADA — Funding and scaling technology start-ups in Canada • alacritycanada.com

CRM Horizons Launches Advisory Stream alacritycanada.com/crm-horizons-bootcamp-advisor-program/

Complementing the CRM Horizons Bootcamp training program, Alacrity Canada has launched a new Advisor stream, supporting essential training and guidance for the successful implementation, maintenance, and use of CRM tools. The Advisor stream provides tailored support to businesses who are familiar with CRM systems but are facing barriers to success.

Applications for both fully funded streams are now open to eligible businesses in British Columbia.

This program is supported by the Province of British Columbia through Innovate BC, and managed province-wide by Alacrity Canada.

Alacrity Canada Releases Annual Impact Report

alacritycanada.com/wp-content/uploads/2024/12/2023-2024-Impact-Report.pdf

Alacrity Canada has released their annual impact report, highlighting their partnership with Invictus Games

Vancouver Whistler 2025, the development of an organization-wide sustainability strategy, and the inspiring achievements of the hundreds of entrepreneurs who were supported through their comprehensive programming throughout the year.

Startup Visa Welcomes 8 New Companies in 2025

Alacrity Canada has welcomed 8 new companies to the Startup Visa program this year. Learn more about the new portfolio companies below.

TalentVue mytalentvue.com/

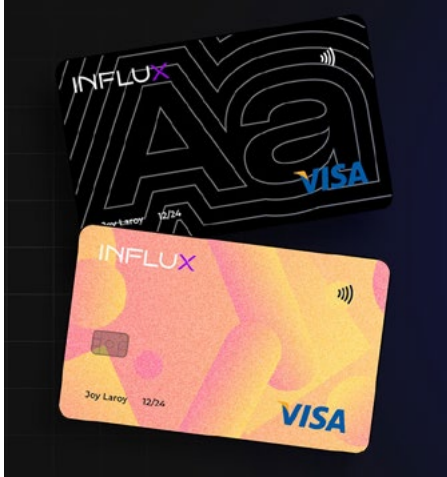
HR Software

TalentVue's InterQ is an innovative interview-as-a-service platform transforming the recruitment process. By leveraging advanced AI technology and a global network of industry experts, InterQ streamlines hiring with AI-driven candidate assessments, automated interview scheduling, and real-time reporting. These features ensure efficient, unbiased, and precise recruitment solutions. The platform

addresses challenges like lengthy hiring cycles, bias, and inefficiencies, providing a seamless experience for recruiters and candidates. Founded by seasoned professionals, InterQ aims to enhance recruitment efficiency and promote a positive candidate experience, positioning itself as a leader in recruitment technology.

BrainCrete **Cleantech Software**

BrainCrete is redefining the concrete industry's standards by introducing a revolutionary artificial intelligence platform designed to optimize concrete mixtures for maximum durability, strength, and environmental sustainability. Our cutting-edge solution leverages advanced machine learning algorithms to ensure that every construction project benefits from concrete compositions that are not only structurally superior but also have the least environmental impact. This innovative approach positions BrainCrete as a leader in sustainable construction technologies, meeting the pressing demands of an industry seeking efficiency and eco-friendliness. ▶



Social Cents

getinflux.ca

Fintech

SocialCents is Canada's first social currency payment card powered by VISA. Designed for social media enthusiasts and micro-influencers, Influx transforms your social media activity into tangible rewards and cashback on everyday purchases. Simply link your social media accounts, use the Influx card for transactions, share your experiences online, and earn rewards. With seamless integration, a user-friendly mobile app, and exclusive brand partnerships, Influx offers a unique and innovative way to monetize your social presence while enjoying a secure and rewarding payment experience.

Cattleision

cattleision.com

Agritech AI

Cattleision harnesses AI to enhance cattle health and production by developing a platform that boosts farm productivity. Their services focus on AI-powered monitoring of various health indices like lameness, body condition score (BCS), and comfort indices. The platform offers 24/7 monitoring, easy implementation, and cost-effective maintenance, aiming to increase milk yield and quality while reducing health-related issues such as lameness and stillbirth rates in dairy cattle. Their solution is independent of cumbersome hardware, making it a more accessible option for dairy farms in North America.

BrightBridge Autism Healthtech

BrightBridge Autism Care is a planned Canadian enterprise committed to delivering innovative rehabilitation training solutions for children with autism. Our mission is to integrate effective rehabilitation techniques with computer network technology to provide scientific and systematic training for children with autism. BrightBridge will adapt to Canadian cultural and resource contexts, meticulously setting up training programs across 26 domains. Our online services will eliminate geographical barriers, offering a novel solution to autism rehabilitation centers and schools, and providing Canadian children with autism and their families access to essential support anytime, anywhere.



Green Horizon Design Software

Green Horizon is revolutionizing urban planning with smart, high-tech solutions. By integrating advanced 3D modeling, comprehensive data analytics, and interactive tools for stakeholder engagement, we enable better decision-making and flexible, scalable planning. Our platform helps city planners and developers visualize projects before implementation, facilitating more efficient and informed urban development. With a market focus on government agencies, real estate developers, and architecture firms in Canada, we offer subscription, consulting, and licensing

services designed to drive sustainable urban growth and enhance community collaboration.

Green Pharma Cleantech

Green Pharma is dedicated to providing energy-efficient and environmentally friendly solutions in pharmaceutical processes using photochemical methods. The pharmaceutical industry is confronted with the challenge of reducing energy consumption during the manufacturing process while ensuring the production of high-quality drugs. Traditional methods of chemical synthesis often rely on energy-intensive processes, contributing to environmental degradation and escalating production costs. We aim to revolutionize this paradigm by introducing Photochemistry technology solution that mitigates energy consumption and minimizes environmental impact.

Smart Team AI

smartteamai.com

Operations AI Software

Smart Team AI is a pioneering technology company transforming workforce management with AI-driven software that optimizes workflows, personalizes employee experiences, and provides data-driven insights for organizations of all sizes. It creates optimized schedules based on skills, workload patterns, and real-time data to enhance productivity. Leveraging historical data, it predicts staffing shortages and identifies potential bottlenecks. The platform tailors communication, task assignments, and learning opportunities, integrating seamlessly with HR systems to eliminate data silos. With user-friendly dashboards, it empowers businesses to improve efficiency, employee engagement, and strategic decision-making. ●



L-SPARK ACHIEVES SIGNIFICANT MILESTONES



L-SPARK — Enterprise SaaS and Corporate Accelerator •

l-spark.com

The final quarter of 2024 was marked by significant milestones and remarkable achievements for L-SPARK and the vibrant ecosystem we are privileged to support. From flagship events to corporate innovation initiatives, the past three months have been a testament to the strength and growth of our community.



SAAS NORTH Conference 2024

L-SPARK Select Launch

October kicked off into high gear as the team prepared for the first event to support the official launch of our corporate innovation program, L-SPARK Select. Building on a legacy of impactful collaborations with corporations like BlackBerry, TELUS, and Calian, this program reinforces our leadership in driving corporate innovation in Canada. The event invited **Calian** CEO, Kevin Ford, and **Deloitte Ventures** Managing Partner, Talia Abramowitz, to sit down with our very own Leo Lax and discuss the state of corporate venturing in Canada and how Calian was able to succeed in previous corporate innovation initiatives with L-SPARK.

SAAS NORTH Conference

November brought to town the 9th **SAAS NORTH** Conference, co-founded by L-SPARK and Cube Business Media. Our team had the pleasure of hosting several sessions such as the annual Pitchfest competition and RBCx Investor Breakfast, while the current cohort founders took to the exhibition floor to get their names out there and connect with the investment ecosystem. The energy over the two days was palpable, setting high expectations for next year's 10th-anniversary celebration.

Corfix Secures Series A Funding

Amid the conference buzz, one of our cohort 8 alumni, Corfix, achieved a remarkable milestone by **securing Series A funding** from Reformation Partners. This strategic partnership will enable Corfix to accelerate product development, increase presence in the US, and advance its mission to modernize construction project management through worker-focused technology.

Mutuo Health Solutions Acquired

It was only one month later in December that Mutuo Health Solutions [cohort 10] announced their **successful acquisition** of majority shares by HEALWELL AI INC. for \$5.5M in cash and a portion of shares. Mutuo Health's AutoScribe platform is an advanced AI-powered ambient scribe solution that transcribes clinician-patient interactions into high-quality electronic medical records in real time using natural language processing and machine learning technology.

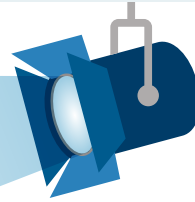
We are always excited to hear of big wins for our program alumni and are very excited to see what momentum these milestones bring for the companies. For 2025, we remain committed to empowering Canada's SaaS founders and driving the ecosystem forward. 🍷

L-SPARK
ACCELERATOR



WCS Global provides technology solutions and integration services that combine leading technologies and strategic third-party partnerships to accelerate digital transformation for clients. Through its global network of regional offices, WCS Global teams are at the forefront of networks and telecommunication, providing industry-leading practices through strategy, product implementation, service management and more. For details on how WCS Global is helping clients achieve digital innovation through 5G, Customer Experience, Cybersecurity, and Security-First Cloud solutions, please visit wcs.global.

SPOTLIGHT: WCS INDIA Unlocking Potential in India



WCS India specializes in accelerating and de-risking market entry, software engineering, and global support for both emerging and established Western companies in India.

Western technology companies with innovative products across multiple industries, aiming for global expansion, should consider India—a rapidly growing powerhouse with a vast market and an extensive talent pool.

Solutions

WCS India provides the following services as a comprehensive solution for entering the Indian market:

- Market Entry
- Software Engineering
- Global Support

Three strategic business models to get to market – WCS India operates in three strategic business models:

1. Native business through strategic partnership
2. Channel/Reseller/Distributors
3. Employee Global Services

Building Native business in India:

Establishing a native business in India, rather than merely exporting services, offers long-term advantages and strategic benefits. Under this model, WCS India takes on a pivotal role for global technology companies looking to expand into India as part of their international growth strategy.

We implement this approach by co-investing in building an Indian operation,

hiring local talent, and developing a robust market entry strategy. This includes conducting in-depth market research to understand industry dynamics and ensuring compliance with legal regulations.

Twentify, a leader in agile, AI-driven consumer research platforms, partnered with WCS India to establish itself in the fast-growing Indian market. Operating successfully for the past three years, Twentify India has enjoyed great success. Now there is potential for a joint venture between WCS India and Twentify Turkey.

Channel/Reseller/Distributors:

WCS India has a strong track record of serving as a System Integrator and Value-Added Reseller for leading technology companies. By taking on the responsibility for sales and delivery of products and solutions, WCS India provides a range of services, including product customization, integration, consulting, handling product-related inquiries, implementation, and troubleshooting for end customers.

Currently, WCS India partners with Talkative, a leader in delivering AI-powered customer engagement solutions, as a reseller for the Indian market while also offering Level 1 support to Talkative global customers.

Employee Global Services:

Modern communication and collaboration technologies have eliminated the barriers between onshore and offshore locations. WCS India bridges the skilled manpower gap at onshore locations through its innovative “Remote Native”

team in India, operating seamlessly as an extension of the local team under the direct supervision of the product company.

Services in this business model include:

i) **Software Engineering Services:** An offshore team based in India seamlessly integrates into the product development group to fill any onsite gaps. WCS India can build a team of Product/Software Developers (Backend, Frontend & Full stack), QA/Test Engineers, DevOps Engineers, Implementation Engineers.

We have partnered with Elentra Corp, a leader in delivering education to health professions, to build a “Global Native Team” in India.

ii) **Customer Success and Support:** WCS India “Follow the Sun” model allows Western companies to manage their worldwide customers without having to invest for an onsite 24*7 set up.

Currently we have partnered with Opti9Tech, a provider of managed cloud services, security, backup & disaster recovery, to offer a “Follow the Sun” business model to build a team to deploy and manage Veeam Software for global customers.

To learn more, visit india.wcs.global.

To connect with WCS India, please email Nihar Sahoo at niharranjan.sahoo@wcsindia.global



Winter Magic Returns to Wesley Clover Parks

WESLEY CLOVER PARKS — a premier national and international destination for all three Olympic equestrian disciplines • wesleycloverparks.com

Setup for the ninth season of Magic of Lights Ottawa began at the **Wesley Clover Parks** Campground following the end of a successful camping season. The holiday themed drive-through light show that has become a beloved tradition for Ottawa residents and visitors welcomed over 30,000 vehicles over the course of six weeks.

Giving back to the community is at the core of Wesley Clover Parks' guiding principles. This season of Magic of Lights Ottawa once again raised funds for the CHEO Foundation, fuelling the work being done by CHEO doctors, nurses, healthcare staff and researchers on the front lines of pediatric care. Since first coming to Ottawa, Magic of Lights and Wesley Clover Parks have donated more than \$300,000 to local charities.

This season's event featured a two-kilometer route illuminated by over two million lights, and an expanded "Pit Stop" location where guests were invited to park and explore a winter village complete with a walk-through forest trail, photo opportunities, a letter writing station, and classic Canadian treats.

Skiers and snowshoers with the Kanata Nordic Ski Club enjoyed a great start to the season. The volunteer-run organization maintains over 18km of trails for classic and skate skiing throughout The Parks, sharing space and operating in tandem with the Ian Millar School of Horsemanship and Magic of Lights Ottawa.

Back for a second season, Pumpkins After Dark brought their award-winning Halloween event to the Wesley Clover Parks equestrian competition site in October. The event welcomed tens of thousands of guests to explore a walk-through experience featuring over 10,000 hand carved pumpkins. In addition to creative new displays the event featured a new haunted maze. 🎃



Celtic Manor Chef Celebrates Double Success in Prestigious National Awards

CELTIC MANOR RESORT — A 5-star luxury resort located in Newport, UK
 • celtic-manor.com

A chef from the Celtic Manor Resort is celebrating double success after finishing as runner-up in two prestigious national competitions at International Convention Centre Wales (ICC Wales).

Rebekah Wright, senior sous chef at Celtic Manor’s PAD Asian restaurant, won a silver medal as her three-course meal was judged in second place in the National Chef of Wales final at the Welsh International Culinary Championships.

The only female chef among 10 finalists, Rebekah was also the only contestant to go on to compete for a second title in the Vegan Chef of Wales competition, where she had to prepare another complex three-course meal in pressurized conditions against the clock just two days later.

The hard work paid off as she claimed another second place with her entry graded at gold medal standard in the vegan competition on Wednesday 22nd January, which concluded three days of exciting competition at ICC Wales.

“I’m honestly astounded,” she said after collecting her medals at a gala dinner awards ceremony. “I didn’t believe in a million years I could finish as high as second in the National Chef of Wales competition against so many talented chefs.”

“As the names of the other chefs were being read out (in reverse order), my heart was just racing. I just wanted to improve on the bronze medal standard I achieved last year, and I think I felt a lot more comfortable competing for a second year, having gained that experience. To get two second places and achieve silver and gold medal standards feels amazing.”

In the Chef of Wales final, the contestants were given three hours to cook three courses for 12 diners. Rebekah’s starter was beetroot, toasted cashew, picked blackberries, balsamic gel and walnut maple granola; followed by a main course of mustard and peppercorn glazed Welsh steak, braised Welsh short rib and Caerphilly cheese tartlet, potato espuma, leek dust and mustard jus. Dessert was inspired by the flavour profile of sponsor Cygnet Gin and featured honey cake, pink peppercorn tuille, cardamom sable, textures of grapefruit, gin syrup and white chocolate cremeux.

Fellow Celtic Manor competitor Matthew Owen (head chef at Steak on Six) took third place and a bronze medal in the

Chef of Wales final and Byron Burns (senior sous chef at Rafter’s) was third in the Vegan Chef contest.

In all, nine chefs from the Celtic Collection were selected to cook off in the finals at the championships organized by the Culinary Association of Wales. Ionut Rosca, Patrick Millard, Pratik Bhandarkar and Gareth Jenkins competed in the Chef of Wales final while Niruth Wijetunga and Gold Ayinia-Adeyem took part in a third competition, the Junior Chef of Wales final.

The National Chef of Wales winner was Sam Everton, a catering lecturer at Coleg Ceredigion, Cardigan, who became only the second chef to win the Junior and National Chef of Wales titles in consecutive years. ◊



Rebekah Wright collects one of her two runner-up awards from Colin Gray, chairman of judges for the Culinary Association of Wales.





...we've partnered with local experts to prioritize the circular economy—diverting waste and maximizing reuse.

PIONEERING A COMMON-SENSE APPROACH TO SUSTAINABILITY

KRP PROPERTIES — Largest techno-centric business park in Canada • krpproperties.com

The concept of “going green” has evolved significantly over the past 10-15 years, becoming a part of daily life for individuals and businesses alike. From energy-efficient lighting and plumbing fixtures to cutting-edge heating systems and alternative fuels, the range of sustainable practices has grown. Yet, the questions remain: Are these efforts genuinely impactful in making our world better? Are businesses adopting the right solutions for the right reasons?

At KRP, we aim to go beyond trends and set a new industry standard for common sense sustainability. Our focus is on realistic, achievable solutions rooted in our unique industry and community expertise and designed for long-term viability. For us, sustainability means implementing practices that endure—leveraging top-quality materials to reduce consumption and costs while minimizing our environmental footprint in both construction and operations. By prioritizing simplicity and replicability, we aim to inspire our tenants and peers to follow suit.

In 2025, we are formalizing our commitment to environmental, social, and governance principles. This commitment will be woven into every aspect of

our operations, from procurement and event planning to the core infrastructure of our business. Every team member will play a role in advancing this vision, enriching both the employee and tenant experience.

Our first major step in this journey is the transformation of 535 Legget Drive into residential apartments. Adaptive reuse projects like this exemplify sustainable development by significantly reducing the need for new materials and transportation. In the initial phases of this project, we've partnered with local experts to prioritize the circular economy—diverting waste and maximizing reuse. For example, drywall is being recycled for agricultural applications, and doors, appliances, and furniture are being donated to organizations like Habitat for Humanity and Matthew House. Wherever possible, materials are being repurposed for the reimagined structure.

This approach not only minimizes waste but can create opportunities to lower project costs, enabling investments in upgrades that will further reduce the building's carbon footprint. While there are many paths to sustainability, our hope is that this project sparks innovation and dialogue, encouraging constructors, operational experts, and communities to think creatively.

Together, we can build vibrant, sustainable spaces for everyone to enjoy and benefit from.

To learn about KRP Properties please visit: krpproperties.com



People Spotlight

Paul Bailey

Marketing & Design
Director, Wesley Clover
International



With a 25-year history of design-led marketing within software and hospitality teams, Paul's creative roots still drive everything he does. Beginning at Ubiquity Software—where he helped shape branding and design until it was acquired for \$144 million, and previously as Design Manager for the five-star Celtic Manor Resort—Paul has spent his career mixing creativity with strategy to help businesses grow.

Now at Wesley Clover International, Paul wears many hats, working across industries like healthcare,

AI, and fintech. Now focused on the emerging art of AI prompting, he uses this new skill to benefit all areas of business to save time, money and remain targeted at the end-user. For instance, with websites, it isn't just about making it look good; it is about building a smart SEO-friendly structure around use cases and verticals that helps the audience instantly understand the value of the offering.

Paul's passion for AI doesn't stop there. He encourages and trains on its use, from competitor research

to SEO and content creation, proving that tech and creativity are a perfect match. He's also a mentor for startups at Alacrity Foundation UK, helping founders turn ideas into brands and build websites that make an impact.

“For me, it's all about combining creativity with smart tools like AI. Whether it's building a website or cracking a tough marketing challenge, I love finding the simplest way to make a big impact.”

— Paul Bailey

RELAX
AND RECHARGE
RELAX

manicures, pedicures,
massages, facials,
body treatments, and more.

au naturel
spa

brookstreet



brookstreethotel.com/au-naturel-spa



Wesley Clover Ecosystem



Alacrity Global is a global start up program that brings investors, academic institutions, entrepreneurs and governments together to create technology start-up funds around the globe. alacrity.co



Brookstreet is the leading four-diamond hotel and conference destination in Ottawa. In addition to world-class accommodation, dining and meeting facilities, it features outstanding 9- and 18-hole golf at the Marshes Golf Club, where the championship course was designed by Robert Trent Jones II. brookstreethotel.com



The Celtic Manor Resort is one of Europe's finest destinations for luxury escapes, family breaks, golfing getaways and business events. Host venue for the 2010 Ryder Cup and 2014 NATO Summit, the five-star Resort has won many prestigious accolades including Best UK Conference Hotel, Europe's Leading Golf Hotel, and Sports Venue of the Year. celtic-manor.com



The Celtic Collection is a prestigious family of experience-focused business and leisure destinations in the UK. Born from the legacy of the world-renowned Celtic Manor Resort, the group's flagship destination at the gateway to South Wales, the Celtic Collection brings together premium accommodation with exemplary service and world-class facilities. celtic-collection.com



International Convention Centre Wales is a world-class, 5000-delegate meeting, convention and event center located adjacent to the Celtic Manor Resort in Newport, Wales. The impressive facility features a 4,000-sq meter main hall, 1,500-seat auditorium, flexible meeting rooms, a 2,500-square-meter outdoor plaza and more. It is serving to elevate Wales as a destination for international business events. iccwales.com



KRP Properties is the largest technology-centric business park in Canada. 31 buildings currently offer more than 3.0 million square feet of Class A office space, housing more than 250 companies and 13,500 employees. krpproperties.com



L-SPARK Accelerator is Canada's leading technology accelerator. Since 2015, L-SPARK has accelerated over 100 companies across Canada who collectively have raised over \$115M in follow-on funding. L-SPARK has partnered with Blackberry, Telus, Calian and others to develop corporate accelerators for Autonomous Vehicles, Cybersecurity, IoT, MedTech, other industries. l-spark.com



Through its global network of regional offices, **WCS Global** provides technology solutions and integration services that combine leading technologies and best-in-class third-party partnerships to facilitate digital transformation for clients. wcs.global



The Wesley Clover Foundation is the philanthropic arm of Wesley Clover International, operated for the benefit of the local community. Support is focused on the areas of Entrepreneurship, Healthcare, Education and the immediate Community. Inquires can be directed to info@wesleycloverfoundation.com



Wesley Clover Parks is one of the major initiatives undertaken by the Wesley Clover Foundation, and is a local, not-for-profit outdoor recreation and learning hub that promotes health and education in the immediate and extended communities. wesleycloverparks.com

Q is a quarterly publication of Wesley Clover, highlighting some of the latest accomplishments from the wide range of businesses in our portfolio. Visit wesleyclover.com for more information.

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Kanata North

Home to Canada's Largest Technology Park

Kanata North is a high-tech district west of Ottawa, containing over 500 companies and 30,000 employees, and contributing over \$13B annually to Canada's GDP.

Since its humble start three-quarters of a century ago with the founding of Computing Devices Canada in 1948, Kanata North has seen consistent exponential growth, gradually earning its title as Canada's Largest Tech Park. Flooded with the highest concentration of tech talent across the continent, Kanata North is a robust and vital business ecosystem, powering innovation that is shaping the region, the country, and the world at large.

By combining post-secondary R&D and diverse talent pipelines with startups, funders, and enterprise-level companies, Kanata North is building on its past to propel the tech park into a promising future. From a decades-old dream to incubate innovation in a cornfield, to today's recognition as a groundbreaking business community, exploring the art of the possible is what's fueling the park's future. To find out more, visit kanatanorthba.com



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