

The Alberta ICT Council works to strengthen Alberta's ICT sector through programs that promote industry capabilities, strategic applications of ICT, and development of world-class ICT-based products and services.

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July 18th, 2011

Join Now!

The Alberta ICT Council has launched its 2011 membership campaign with a solid fall program designed to increase the awareness of Alberta's ICT capabilities and companies within the sector. You and your company can be a part of this momentum by joining as a member.

ICT Council memberships offer benefits to both companies and individuals through awareness of company products and services, development of skills, and networking opportunities.

- \$100 – Individual
- \$375 – Small Company
- \$775 – Established Business
- \$4995 – Corporate
- \$995 – Non-ICT or public sector

See full details of what is included (discounts and included promotions) at www.AlbertaICT.ca/Memberships

SOTI Report Advertising

The council will be publishing the 2011 Alberta ICT Industry Report in September. This 60 page report will be distributed through Alberta and other Canadian provinces to profile our ICT capabilities. We invite members and companies to advertise in this signature publication. For additional information, contact Patti at Patti.Gallace@AlbertaICT.ca

Upcoming ICT Events:

See our website for [details](#) and more events.

- **Aug/Sept** – Sales training Program
- **Sept 12** – Calgary Pitch Competition
- **Sept 19** – Edmonton Pitch Competition
- **Sept 20** – Alberta ICT Showcase
- **Sept 20** – Gala Dinner with Preston Manning
- **Oct 2-5** – International Wave Conference
- **Oct 6-7** – Banff Venture Forum
- **Nov 1-3** – CIPS ICE Conference
- **Feb/2012** – **Barcelona** Mobile World Congress

[Post Your News or Event](#) on our website

Pitch Competition

Sept 12, 2011 (Calgary) – Sept 19th, 2011 (Edmonton)

With an estimated \$10,000 in prizes, and numerous benefits for all participants, the ICT Council's Pitch Competition is an excellent opportunity to develop and practice your pitch in one of two streams: 1) Pitching for Financing, and 2) Pitching for Partners or Customers. Participants are invited to attend pre-competition coaching sessions and will benefit from feedback from competition judges. The \$250 entry fee is a great value when considering the many benefits associated with company exposure, networking and skills development. Entry deadline is Aug 19th. Register online at www.AlbertaICT.ca/register.

Alberta ICT Showcase

Sept 20th, 2011 (Edmonton)

Following the Pitch Competition, Alberta ICT companies are invited to participate in the first annual Alberta ICT Showcase. This afternoon event has been combined with the ITAC Board Gala Dinner featuring Preston Manning. The showcase program includes two "doing business with..." sessions designed to develop B2B relationships with distributors from organizations such as Intel, Opentext, IBM, and Microsoft. Expect a large number of industry leaders at this signature event. Showcase booths are reasonably priced at \$250 (\$175 for ICT council members).

Sales Training Program

Aug/Sept 2011

Having trouble closing that deal? Not sure of your value proposition? Having trouble identifying buyers? Lack consistent processes to manage your sales team? Find out how to improve your sales success through our upcoming Sales Training program. The program will guide participants through sessions that support the development of value statements, sales processes, skills assessment, and implementation. The program is designed for companies with ICT-based products and services. Space will be limited; interested companies should contact Patti.Gallace@AlbertaICT.ca.

Mission to Mobile World Congress 2012

The ICT Council is working directly with Alberta International and Intergovernmental Relationships (IIR) to coordinate a trade mission to Mobile World Congress 2012 (Barcelona Spain in February 2012). Alberta-based ICT companies interested in attending the conference and participating in trade-development meetings should contact Patrick Binns as soon as possible. Participation in this event is supported by funding from Alberta IIR. **Space is limited.**

We Have Changed!

As of April 2011, the Alberta ICT Council is a not-for-profit industry association that supports its member companies, individuals, and associate organizations. Through activities sector awareness, sector alignment, access to markets, access to capital, and access to skills.

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