

Dear Sir/Madam :

Calgary Technologies Inc. (CTI) is a non-profit innovation center. Our mission is to accelerate innovation-driven startups and enterprises in the regions we serve. Although most of our clients are in the Calgary region, we have programs that span across Western Canada.

We are sending this letter in appreciation of the Government of Canada posing the Smart Cities Challenge. This challenge will spur cities and municipalities to improve the lives of its citizens through the use of innovative technology, and make Canada an even more attractive place for people to build and grow lives, careers, and businesses. CTI sees the Challenge creating opportunity for our clients and partners to develop and supply the needed innovations. For example, CTI and our partner Telus have launched the Telus Technology Accelerator which accelerates Western Canada startups working on Smart Cities solutions and five other technology areas. Startups in this accelerator will one day supply their solutions to help cities globally.

We fully support The City of Calgary's submission, on behalf of our community, into the Challenge as CTI inherently understands the importance of

- growing and diversifying economic opportunities, as well as
- empowerment and inclusion for all Calgarians,

the twin themes of Calgary's submission. CTI's vision is very much aligned with these themes. Thus, we are fully engaged in the very collaborative local effort behind The City of Calgary's submission, as well as committed to continue working with this broad-based community beyond the submission process.

We look forward to Calgary and other cities and municipalities across Canada significantly improving citizens' lives through technology, as spurred on by the Smart Cities Challenge.

Sincerely,
Evan Hu
Interim CEO
Calgary Technologies Inc.

