



We help tech companies start, grow and succeed

R. Mark Palmer, P. Eng., President and CEO  
Greenland Group of Companies  
c/o Greenland International Consulting Ltd.  
Head Office: 120 Hume Street  
Collingwood, Ontario  
L9Y 1V5

February 19, 2015

**RE: Acknowledgment of Information Technology Development Partnerships and Collaborations**

Dear Mr. Palmer:

The Greenland Group (Greenland) was introduced to Communitech in 2013 along with business partners affiliated with the University of Waterloo and Centre for Community Mapping (COMAP). This letter is to acknowledge the importance of this proactive joint venture and to indicate our strong interest in future project partnerships with Greenland and other network members.

Founded by a group of entrepreneurs in 1997, Communitech is an industry-led innovation center in Waterloo Region, supporting a tech cluster of nearly 1,000 companies employing 30,000 people. Communitech supports tech companies at all stages of their growth and development – from startups to rapidly growing mid-sized companies and large global players. Communitech supports companies in commercializing innovation and technology, with the goal of creating a greater number of successful global businesses. This support includes Greenland, which has been a Canadian leader for over 20 years in the development of water resources decision support systems and other engineering software.

Communitech worked with Greenland and project partners from the University of Waterloo and COMAP to build “CANWET-5” – a web-based platform for simulation of watershed processes. The new platform will be pivotal in enabling Canadian watershed management through engagement of stakeholder groups and agencies using a common system. This achievement represents the first piece in a much larger and integrated decision support system to address cumulative stresses and regional impacts from climate change factors. CANWET-5 will be important to identify open/transparent and sustainable solutions too.

Greenland is now supporting other joint initiatives with Communitech. These leading-edge information technology projects will include other private sector members with the Communitech network, as well as Ontario government agencies and First Nation communities. These projects are intended to develop commercialized products and services involving the Greenland Group and other Communitech partners and to enable new Canada-wide related collaborations.

Mark, if any of your prospective clients or contacts have questions regarding our collaborative efforts to date, ongoing discussions and project leveraging capabilities, the Communitech team would be more than happy to help.

Inquiries can be directed to Geoff Bellew, who is our senior strategic advisor and resident expert in supporting collaborative projects amongst industry and academic partners. Please contact Geoff directly at 519.888.9944 ext. 1063.

We look forward to our continued strong collaboration with Greenland.

Sincerely,

A handwritten signature in grey ink, appearing to read 'Iain Klugman', with a long horizontal flourish extending to the right.

Iain Klugman  
CEO