

Case Study | **IBM SURPASSES GROWTH PROJECTIONS IN HALIFAX**

"We created a partnership with six Nova Scotia higher education institutions to support skill development for transformative projects that are now underway. We are more than a year ahead of our estimated hiring target, and this is largely due to the right mix of talent and education in this province."

- Claude Guay, General Manager, IBM Canada Global Business Services

IBM has become an integral part of Nova Scotia's tech industry. In 2012, the company chose Halifax for its first Canadian Client Innovation Centre (CIC), which has become part of IBM's global network of delivery centers that span over three dozen countries, employing thousands of service professionals.

IBM projected the creation of 500 jobs over an eight-year period. Today, the company has been hiring well ahead of the estimated timeline target and plans to create 250 additional positions. IBM and Nova Scotia Business Inc. (NSBI), the business development agency for Nova Scotia, have signed an amended investment incentive agreement over an existing eight-year term in which IBM would be eligible to earn up to \$22,633,683 (CAD), including this new extension of maximum job creation.

"There is no question that Nova Scotia will be key to our first Canadian Global Delivery Center's long-term success. Their talent and technology, innovative partnering, and competitive market profile make a winning combination," said John Lutz, Former President, IBM Canada.

Nova Scotia has a globally recognized culture of innovation that leading IT companies are leveraging. From start-ups, to big IT players, to post-secondary institutions, Nova Scotia has the workforce, expertise, innovation, and investment to play a key role in big data.

"Nova Scotia offers several key advantages including competitive operating costs, financial incentives, world-class infrastructure and a mix of established firms, resulting in a well-connected global cluster," said Laurel Broten, President & CEO, Nova Scotia Business Inc.

PARTNERING TO GROW COMPANIES

Nova Scotia's post-secondary institutions work closely with companies, like IBM, to ensure graduates have the necessary skills to succeed in tomorrow's economy.

Nova Scotia produces more post-secondary graduates per capita than any other province, offering IT companies access to the highest number of post-secondary graduates in engineering, applied sciences, mathematics, and physical sciences per capita compared to any other province in Canada.

