

ONTARIO NETWORK OF ENTREPRENEURS (ONE)



Ontario Network of Entrepreneurs

A network of expert advisors, programs and resources across Ontario to help anyone involved in planning, launching or growing a business

The Ontario Network of Entrepreneurs (ONE) is here to assist you — whether you're a main street enterprise, a high-tech start-up or an established growing business.

ONE Connects You With Free Services:

- workshops and seminars
- expert advice and mentorship
- financing opportunities and strategic partners
- knowledge from our universities and colleges
- referrals to specialized assistance



Inspiring innovative ways to teach and learn

John Baker, founder of Kitchener-based Desire2Learn Inc., develops online learning solutions for educational, corporate and government organizations. John sought the services of Communitech and Ontario Centres of Excellence, members of the ONE. Connections arranged with local researchers and business mentors eventually led to collaborations with the University of Waterloo, the University of Guelph, St. Lawrence College and other institutions. Today more than 10 million learners, in more than 750 organizations worldwide, use Desire2Learn EdTech products – including Fortune 1000 list companies. **Photo courtesy of Desire2Learn Inc.**



From the clean-up to the move

Entrepreneurs Chris Boundikas and Kevin Houben founded universitybrand, assisted by the London Small Business Enterprise Centre – a ONE member. The Centre's coaching and guidance helped them prepare a business plan to start-up the enterprise, compete successfully in the Venture London Business Competition and win \$2,000 to expand into the moving and junk removal sector. Universitybrand provides clean-up and removal services to London area individuals and businesses.

Photo courtesy of universitybrand

Who Does ONE Help?

Small Business Enterprise Centres offer **"Main Street" businesses** diverse services:

- One-on-one consultations including business plan review, access to resource materials and advice on government support programs, plus referrals to local experts and entrepreneurs.
- Seminars, workshops and networking events on business topics such as marketing and branding, e-business and social media, business financing and exporting, and permits and licencing services.

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Photo courtesy of Communitech

Who Does ONE Help?



Better protection, brighter future

Newmarket-based Pulp Moulded Products Inc. (PMP) makes environmentally friendly packaging components, from recycled paper, to protect shipments of glass bottles, electronics and medical products and serve dually as containers for food, agricultural and horticultural products. In five years, assisted by Business Advisory Services (BAS), PMP grew from a three-person start-up to an established company with 40 staff. BAS worked closely with PMP to help them formulate a growth strategy, expand operations, innovate and develop its market sector. BAS also helped PMP access a range government and private investment funds needed to gain a competitive lead.

Photo courtesy of Pulp Moulded Products Inc.

Regional Innovation Centres give specialized assistance to **innovation and technology-based firms**:

- Direct, one-on-one access to experienced business executives, serial entrepreneurs and investors — individuals who have done it before and have connections to new customers, investors and strategic partners.
- Mentorship and business advice, market and customer development support, peer networking events and financial opportunities coaching.

Business Advisory Services provides **export-oriented, high-growth or high-growth aspiration firms** with personalized assistance:

- In-depth consultation to identify challenges and opportunities and map future strategic growth plans.
- Connections to a wide range of government, association and private-sector support programs and/or assistance.

Since 2007, the Ontario Network of Entrepreneurs has Helped to:

- create over 73,000 new companies
- create/retain more than 192,000 jobs
- leverage over \$2.4 billion
- launch more than 24,000 new products and services
- establish over 2,700 technology licenses and patents for new intellectual properties
- develop more than 16,000 prototypes

Connect With ONE

ONE programs and services are available from any of the more than 90 ONE centres across Ontario. Discover **ONEBusiness.ca** and find the ONE centre near you.

Other Programs and Assistance

The Ministry of Research and Innovation and the Ministry of Economic Development, Trade and Employment offer diverse programs to support Ontario's economy and to provide new opportunities for entrepreneurs.

Learn more: **ontario.ca/innovation** and **ontario.ca/economy**.