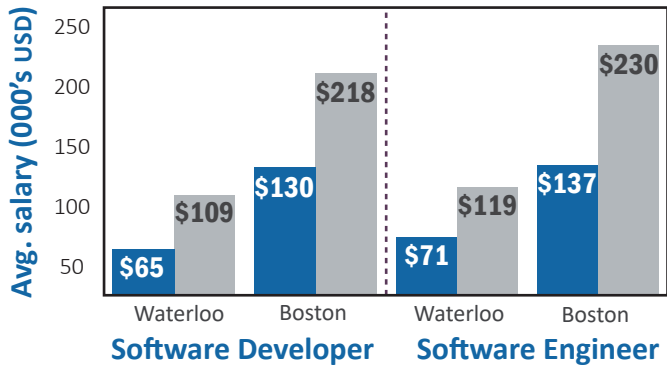


COMPARING WATERLOO'S COSTS TO BOSTON

Waterloo and Boston are both centres of innovation, but **Waterloo has a huge cost advantage.**

MORE EXPERIENCED TALENT... FOR LESS

SALARIES IN SOFTWARE



EMPLOY UNIVERSITY OF WATERLOO TALENT

HIRE ENGINEERING CO-OP STUDENTS in their 5th yr for **\$2,800 USD*/month**

*This figure includes Ontario Government Co-operative Education Tax Credit of \$3,000

EMPLOY EXPERIENCED GRADS

Co-op students enter the workforce with **2 YEARS** of relevant work experience

AVOID LICENSING FEES with UWaterloo's **INVENTOR OWNED INTELLECTUAL PROPERTY (IP) POLICY**

WATERLOO CAN SAVE YOU MONEY

3+ YEARS

employee retention rate for software engineers



27.8% ONTARIO R&D COST ADVANTAGE with Canada's R&D Tax Credits

Ontario-based businesses spend

64% LESS ON EMPLOYER HEALTHCARE costs than businesses in the U.S.

REDUCED OVERHEAD COSTS

OFFICE RATES



Average Asking Rate (per square foot)



Co-work space for 6 people (per month)



RESEARCH COSTS when partnering with a university

	Waterloo	Boston
PhD Student Costs (per year)	\$15,000 - \$19,000 USD	\$24,000 - \$44,000 USD
Who Funds Professor Salaries	100% University funded	Company pays for time spent
Company's Charge of University Overhead	30% - 40%	50% - 70%



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