



Presentation to the



**September 15, 2017**

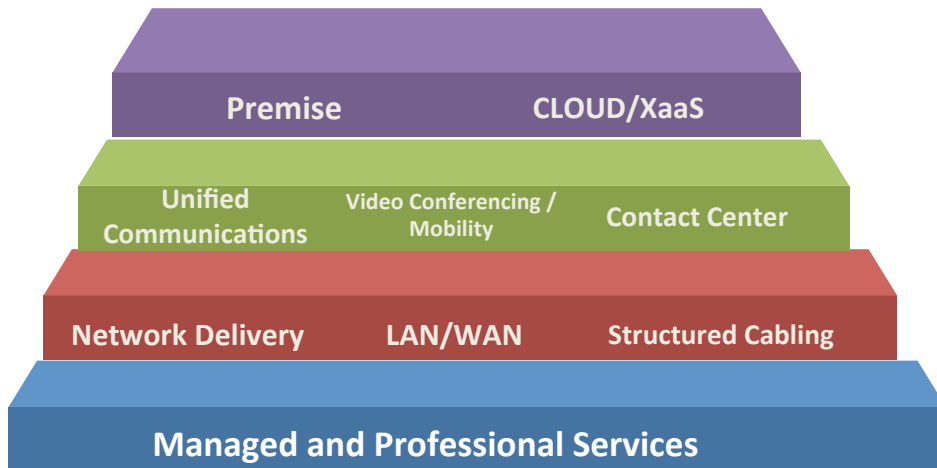
# GLENN'S HAPPINESS INDEX

Number of graphs and charts





## *What we do*



Across Canada,  
Across the USA

Operating in both countries is a game-changer!

...and 17 other countries

## *Where we do it*



# Customer Example

## Ritchie Bros. Auctioneers

- Ritchie Bros is the worlds largest industrial Auctioneer with revenues of + \$4 Billion annually
- Phoenix is 1 of 43 permanent auction sites RB has globally
- Connected to the Data Center in Calgary with geo redundancy in Coquitlam, BC
- Fellow CABC member



# Phoenix Auction Site



# A CHANGING INDUSTRY

- **Consumerization of communications**
- **Voice is an application**
- **Mobility**
- **Movement to the cloud**
- **Borderless world**

# NEW CHALLENGES

- **Commoditization**
- **Transition to recurring revenue**
- **Borders & work permissions**
- **The death of the Telecom VAR  
("Interconnect")**
- **Disruption = Opportunity (Unity2.0)**

# HOW THE CABBC CAN HELP

- Push for easier cross-border movement of technical and project specialists.
  - ✓ Regulatory improvement to TN, H1B Visas.
    - ❖ Example: manufactured *outside* of the USA requirement for B1 business visitors performing after-sale tasks
- Continue to make Arizona attractive (easy) for Canadian businesses to expand into:
  - ✓ Accounting principles for the xxx sector
  - ✓ Taxation guide for startups
  - ✓ Health care guide for startups





*Thank You*