

# ANNUAL REPORT 2019

CONNECT

PROMOTE

ADVANCE



**Our purpose is to help create a prosperous New Zealand underpinned by technology. We **CONNECT, PROMOTE** and **ADVANCE** to help tech ecosystems and the economy grow.**

NZTech is a not-for-profit, non-governmental (NGO), membership funded organisation. We represent 22 tech communities and over 1000 organisations across the New Zealand technology landscape who collectively employ more than 10 percent of the workforce.

Technology is critical for the future prosperity of New Zealand and is the fastest growing segment of our economy, generating eight percent of our GDP and nine percent of our exports.

Our members are startups, local tech firms, multinationals, education providers, financial institutions, major corporations, network providers, hi-tech manufacturers and Government agencies that work closely with the tech ecosystem to generate economic growth.

Our goal is to stimulate an environment where technology provides important productivity and economic benefits for New Zealand.

■ **About NZTech**

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# Our Purpose

Our purpose is to **CONNECT, PROMOTE and ADVANCE** to help tech ecosystems and the economy grow to create a prosperous Digital Nation.



## CONNECT

We connect tech ecosystems, organisations, people and policy makers with each other and to the world.



## PROMOTE

We promote the importance of technology to the New Zealand public, and New Zealand technology to the world.



## ADVANCE

We help advance the foundations for a successful digital nation including Government understanding of tech, digital education, connectivity, cyber-security, digital access and trade.



**Creating a prosperous  
New Zealand underpinned  
by technology.**



# The Tech Sector

There are

❖ **20,940**

firms in the New Zealand tech sector.

The tech sector employs

❖ **108,210**

people (6% of the workforce), contributes 8% of GDP and 9% of exports.

Tech firms invest over

❖ **\$580m**

a year in R&D or 35% of all R&D investment in New Zealand.

The top 200 tech exporters have over

❖ **\$11B**

in annual revenues, generate almost

❖ **\$8B**

in international sales and saw their profitability increase

Each 4% growth in productivity in the tech sector delivers an additional

❖ **\$2.7B**

to GDP.

❖ **38%**

year on year.



**The New Zealand tech ecosystem  
continues to grow and expand creating  
more jobs, exports and economic  
contributions every year.**

# Chair's Report



**Mitchell Pham**

NZTech Chair

**During the past 12 months, the New Zealand technology industry and innovation ecosystem has continued to flourish. NZTech and the wider Tech Alliance positively engages on every level with the entire ecosystem.**

Our membership continues to expand beyond traditional tech firms, with many new members joining from other industry sectors, further highlighting the economic and social importance of tech throughout every aspect of New Zealand.

This year, our Government set strategic priorities in its digital domain plan. Its purpose is to measure our evolution as a digital nation. This is important in helping New Zealand understand and respond to digital transformation, as the information can then be used to inform policy and investment. The four key areas for action include:

- Digital inclusion
- Defining and valuing the digital sector
- Digital security
- Digital technologies and their impact

NZTech continues to play an important role in working with Government to help develop our digital economy, with pivotal work underway in each of these areas.

Last year, I highlighted NZTech's many achievements to date. This year, I once again report membership growth, more events, delegations and summits. Our alliance now represents 22 tech communities and several industry sub-groups, with over 1000 member organisations. Our increasing reach highlights the importance of tech throughout every aspect of the economy and society.

We have hosted conferences and summits in artificial intelligence (AI), cybersecurity, fintech and govtech. We have also completed work on the research and development (R&D) tax credits scheme and surveyed digital skills.

Our flagship national festival Techweek19 saw 562 events in 38 locations across New Zealand, showcasing innovation that is #goodfortheworld. Techweek engages thousands of Kiwis and many international participants on a wide range of topics from agritech, AI, edtech and fintech, to how tech is being used in conservation efforts and mental health awareness within the

tech sector. This year, Techweek also introduced many New Zealanders to the inspiring worlds of creative tech and cleantech. This also highlights our engagement with international markets and the global tech innovation ecosystem with New Zealand having so much to offer on the world stage.

It continues to be an exciting time to be involved in New Zealand's tech ecosystem, as the New Zealand Tech Alliance helps create a prosperous digital nation. Our board continues to evolve, providing governance and leadership to connect, promote and advance our ecosystem.

The recent appointment of Julie Gill to our executive team as Chief Strategy Officer, alongside Graeme Muller, further strengthens our leadership capability.

Over the years, NZTech has actively worked with members to improve diversity, in particular with TechWomen, Techweek and our ShadowTech programme. However, I am pleased to announce that this year we have established a Diversity and Inclusion sub-board that is tasked with addressing the challenge. At a board level, this will enable and promote inclusion in everything we do as an organisation and inspire change across the tech ecosystem too.

Looking ahead, I know NZTech will ambitiously continue to stimulate an environment where tech provides both economic and social benefits for all Kiwis as well as opportunities for New Zealand to make a difference and be more relevant to the rest of the world.

As you peruse this year's annual report, I urge you to consider participation in our boards, initiatives, projects and working groups. The greatest value to be gained from your membership is involvement in our work programmes. Working together, we can realise numerous growth opportunities for New Zealand.



# CEO's Report



**Graeme Muller**

NZTech CEO



**This year, NZTech celebrates ten years and our membership continues to grow, now expanding well beyond the traditional tech firms who first joined us on our journey. In 2019, technology is everywhere!**

Our strategy of connecting, promoting and advancing all things tech, drives us toward our purpose of creating a prosperous New Zealand underpinned by technology.

## Connect



### CONNECTING THE TECH ECOSYSTEM

During the last 12 months, NZTech has continued to build a strong, cohesive, national tech ecosystem. The New Zealand Tech Alliance is now made up of 22 tech communities, representing over 1000 organisations.

### CONNECTING MEMBERS

We help members connect through social media and a weekly newsletter, plus regular newsletters from each of the Tech Alliance communities. We have also introduced the Tech Alliance Event Series, better connecting our members in the main centres. Throughout the country we delivered 120 member Connect Events in the past year.

### CONNECTING WITH MARKETS

We have worked with our partners to host five summits including AI-DAY 2019, Cybersecurity, EdTech, FinTech and GovTech. This was complemented by Techweek19 and offshore delegations. Our Alliance communities also participated in delegations to Silicon Valley (AgriTech), Singapore (FinTech) and Australia (AgriTech).

## Promote



### PROMOTING TO NEW ZEALAND

To help raise public awareness of the importance of technology we engaged in numerous media conversations by proactively deploying more than 80 media releases on topics as diverse as the impact of automation, the future of work, diversity, inclusion, agritech, biotech, blockchain, edtech, fintech, insurtech, IoT and more. Techweek19, our annual national festival of tech and innovation events expanded yet again to reach tens of thousands of New Zealanders at 562 events in just one week!

### PROMOTING TO THE WORLD

Launched last year, the NZ Tech Story UpStarters campaign has continued to share its globally consistent messaging about New Zealand as a nation of innovators. This campaign is part of the broader work we are leading around the NZ Tech Story which was recently extended to develop an Agritech Story. We are also supporting the online platform from Callaghan Innovation, Scale-Up. We are encouraging all members to engage with the platform as it provides opportunities for investors to connect with innovative local businesses.

## Advance



### ADVANCING EDUCATION, SKILLS AND TALENT

Our involvement with the Digital Skills Forum has continued. The report Digital Skills for a Digital Nation, identified a range of critical economic and social challenges in relation to digital skills in New Zealand, including the shortfall of opportunities for graduates and issues with diversity and inclusion in the sector. In March, the Digital Skills Forum held the first Digital Skills Hui to help shape priorities and next steps for developing and retaining talent.

### ADVANCING GOVERNMENT UNDERSTANDING OF TECHNOLOGY

Each one of the 22 New Zealand Tech Alliance communities has a strong work programme in place to advance understanding and its role in creating a prosperous digital nation. Numerous working groups across the Alliance are managing research programmes, publishing briefing papers and developing events that engage with Government to help provide information about the risks and opportunities that technology is creating.

### ADVANCING A DIGITAL NATION

We continue to engage in Government reference groups for activities that are critical foundations for a successful digital nation, including connectivity, cybersecurity, digital access, education and trade. In the past year NZTech has been involved with the Future of Work Tripartite Forum, the development of the Digital Domain Plan, the Business Reference Group for Government Procurement, the Cyber Security Strategy and various trade reference groups.

As we move into our eleventh year NZTech will continue to work at connecting up the tech ecosystem via new additions into our national Tech Alliance. Helping the organisations and individuals who want to make a difference do so as efficiently as possible through well designed shared systems and processes.

Member value is also top of the agenda for 2019, and with the addition of Julie Gill, our new Chief Strategy Officer to the leadership team, we have the resources in place to improve the development and delivery of member value.

Work will continue both locally and internationally to raise the New Zealand's profile as a great place to work, create and export ideas and as a leading digital nation.

**Delivered over 120 member events**

**Produced over 80 media stories**

**Collaborated with 20 Government agencies**

# Our Board



**Mitchell Pham**

**CHAIR OF THE BOARD  
(MID SIZED CORPORATES)**

Mitchell is a Director of the Augen Software Group. He is the founding Chair of FinTechNZ and was recognised last year as a KEA World Class New Zealander. Mitchell was elected to the NZTech Board in 2016 and has been Chair of the NZTech Board since 2016.



**Angela Nash**

**GOVERNMENT AND EDUCATION SEAT**

Angela was recently the CIO/COO at REANNZ. Angela was elected to the Board in 2018 and leaves the Board in July 2019 when she departs REANNZ to join NZRU.



**Barrie Shears**

**MAJOR CORPORATE SEAT**

Barrie is the Managing Director of Microsoft New Zealand. Barrie was elected to the NZTech Board in 2016.



**Eva Sherwood**

**MAJOR CORPORATE SEAT**

Eva is a Manager for Deloitte Technology Consulting. She is the chair of Techwomen and is Chair of the NZTech Diversity and Inclusion Sub Board. Eva was elected to the NZTech Board in 2016.

**We are the voice of the  
New Zealand technology  
ecosystem and our vision  
is simple – more prosperity  
for New Zealand through  
better use of technology.**







**Kim Connolly-Stone**

**GOVERNMENT AND EDUCATION SEAT**

Kim was the Policy Director, Digital Economy at the Ministry of Business, Innovation and Employment (MBIE). Kim was elected to the NZTech Board in 2015 and stepped down in June 2019.



**Mike Jenkins**

**SME BUSINESS SEAT**

Mike is the founder of The Instillery and was elected to the Board in 2017.



**Sarah Hindle**

**SME BUSINESS SEAT**

Sarah is General Manager for Tech Futures Lab and was elected to the NZTech Board in 2017.



**Leigh Flounders**

**MID-SIZE CORPORATE SEAT**

Leigh is currently based in Dubai and holds the position of Senior Vice President Head of Digital Strategy at Emirates NBD. Leigh was elected to the NZTech Board in 2017.



**Mike Smith**

**MAJOR CORPORATE SEAT**

Mike is the Managing Director of IBM New Zealand and was elected to the NZTech Board in 2017.



**Sonya Williams**

**BOARD INTERN SEAT**

Sonya is a co-founder and director of Sharesies. Sonya's appointment runs to September 2019.



**Melissa Firth**

**MID-SIZE CORPORATE SEAT**

Melissa is the Managing Director of H3Co. She was appointed to the NZTech Board in 2016 and steps down July 2019.



**Richard Adams**

**MAJOR CORPORATE SEAT**

Richard is Channel and Delivery Unit Lead at Spark. He joined the NZTech Board in September 2018.



**Simon Martin**

**NON DIRECTOR – LEGAL COUNSEL**

Simon is a partner at Hudson Gavin Martin. He was appointed to the role of Legal Counsel for the Board in 2009.



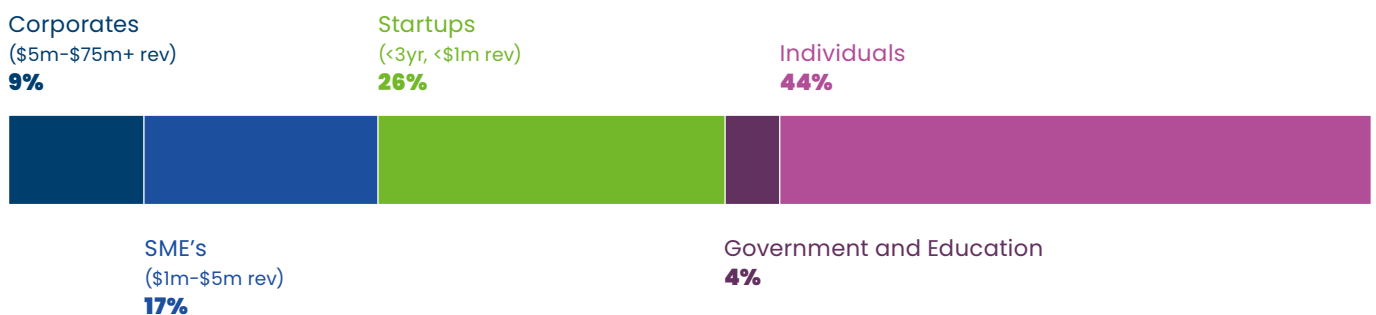
# Our Members

## Membership

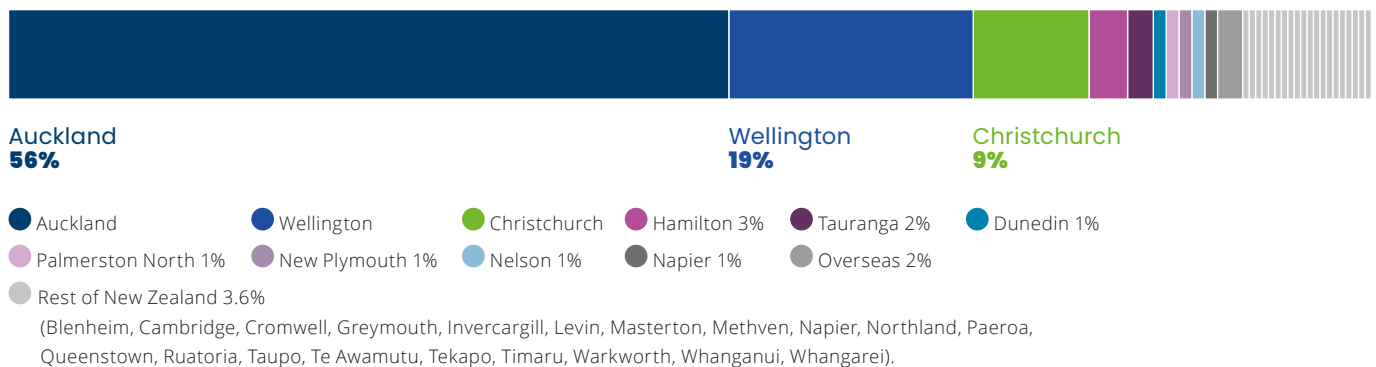
Our members have joined us on a journey to create a prosperous New Zealand underpinned by technology. During the past 12 months, our membership has continued to grow and has increased across every category, with members spread throughout New Zealand. Our members include startups, local tech firms, multinationals, education providers, financial institutions, major corporations, network providers, hi-tech manufacturers and Government agencies that work with the tech ecosystem to generate economic growth.

In addition, as the New Zealand Tech Alliance has matured, the number of tech communities and organisations that NZTech provides a voice for has also increased. The Alliance now consists of 22 tech communities.

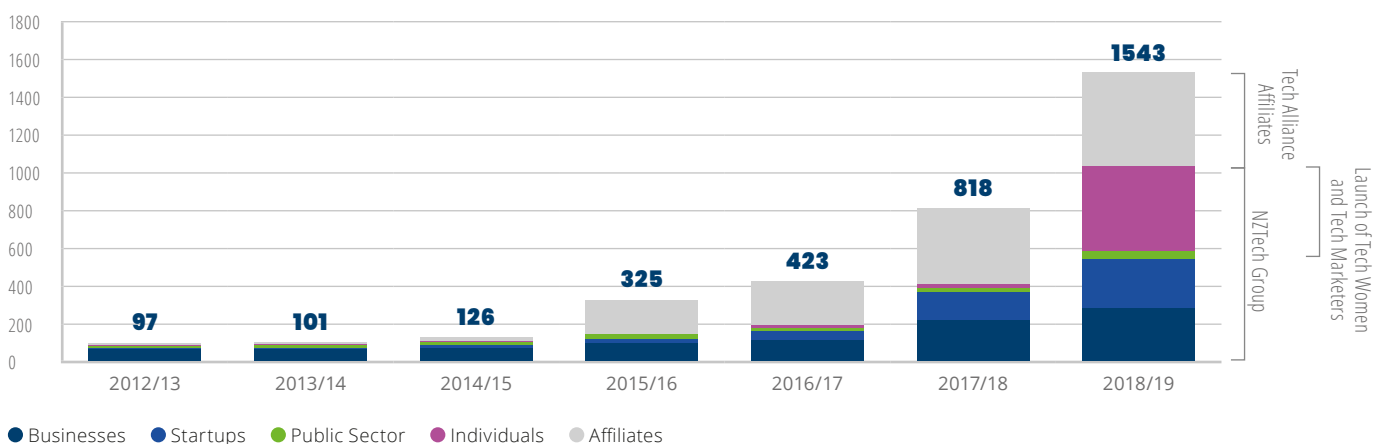
## NZTech Members by Type



## NZTech Members by City



## NZTech Representation







# NZTech Strategy

The NZTech strategy is to **CONNECT** tech ecosystems, organisations and passionate people with each other to reduce market fragmentation and create a coordinated national voice for technology.

With this growing voice we **PROMOTE** the importance of technology to the New Zealand public, and successful New Zealand technology to the world.

Our work with Government focuses on helping **ADVANCE** the essential elements for creating a digital nation, including high levels of connectivity, cybersecurity, digital education, talent development and a Government that understands the value of technology.



# CREATE A PROSPEROUS NEW ZEALAND UNDERPINNED BY TECH

## 3 Advance



### GOVERNMENT

Help Government use & understand tech better

### GROWTH

Help grow businesses & tech exports

### EDUCATION

Help improve tech skills & education

Advancing the foundations for a successful digital nation including education, connectivity, security, access & trade.

## 2 Promote



### TECH STORIES

Tell our tech stories to the world

### SHOWCASE

Showcase our tech successes

Promoting the importance of technology to New Zealand, and New Zealand technology to the world.

## 1 Connect



### COLLABORATION

Connect the tech ecosystem

### INTERNATIONAL

Connect NZ tech to the world

Connecting tech ecosystems, organisations, people and policy makers to each other and to the world.

# The Tech Alliance



**AFFILIATE  
GROUPS**







**Representing technology associations across New Zealand. Working together to create a prosperous New Zealand, underpinned by technology.**

Over the past year, the New Zealand Tech Alliance has continued to connect the tech ecosystem and now consists of 22 tech communities. Each Tech Alliance member has a niche focus, but together we create a strong united voice for technology in New Zealand.

Coordinated by NZTech, the New Zealand Tech Alliance represents over 1000 organisations, who work together to help create a prosperous digital nation.

**[www.techalliance.nz](http://www.techalliance.nz)**

# Agritech New Zealand



**Peter Wren-Hilton**

**EXECUTIVE DIRECTOR**



[www.agritechnz.org.nz](http://www.agritechnz.org.nz)

## Building a world class agritech ecosystem.

Launched in 2018, Agritech New Zealand (Agritech NZ) is connecting innovators, investors, regulators and researchers to promote opportunities and advance agritech.

In August, Agritech NZ led a delegation to Silicon Valley for an agritech immersion programme. At this time a Partnership Agreement was signed with Western Growers, the largest producers of fresh produce in North America. This agreement is designed to introduce New Zealand agritech solutions to North American farmers and growers. This was quickly followed by the first country partnership agreement with Farm2050, a collective of major global venture firms and agribusinesses. It is designed to open new channels for investment capital into New Zealand's agritech sector. Collectively, several local firms have since raised almost \$35 million in funding.

During October, Agritech NZ hosted a nationwide tour of workshops promoting the opportunities its new initiatives are creating, and connecting the New Zealand agritech ecosystem.

In addition to attending the Agritech Nexus Europe conference and Finistere Ventures Limited partners meeting, Agritech NZ also joined a delegation in Melbourne. In February, a New Zealand delegation attended the evokeAG conference and as a member of the conference steering committee it has created a new platform for local companies considering expansion into the Australian market.

The first formal meeting of the 'All of Government' Agritech Taskforce was hosted by Agritech NZ in March. Agritech NZ also joined New Zealand Trade and Enterprise (NZTE) in a series of workshops to develop the New Zealand Agritech Story, which was previewed at Fieldays 2019. Also presented at Fieldays, Agritech Unleashed, which further highlighted the importance of agritech for New Zealand's future as a digital nation. During Fieldays, the Farm2050 Nutrient Initiative was announced with AgriTech NZ coordinating the global initiative.

## WHY AGRITECH?

**Exploding world population and climate change is increasing the urgency for more sustainable use of natural resources in farming. Agritech provides innovative alternatives to traditional farming methods.**







# Artificial Intelligence Forum of New Zealand



**Ben Reid**

**EXECUTIVE DIRECTOR**



[www.aiforum.org.nz](http://www.aiforum.org.nz)

## **Harnessing the power of Artificial Intelligence (AI) technologies to enable a prosperous, inclusive and thriving future New Zealand.**

Since the release of our 2018 report, *Artificial Intelligence – Towards our Intelligent Future*, it is increasingly clear that AI represents a major change in the way that technology influences our lives. AI is already impacting our businesses, communities and Government in real, tangible ways. There is every reason to expect that these impacts will continue to grow as the technology matures and becomes more widely adopted in New Zealand and around the world.

Despite the huge potential and the increased need for focused direction, there are still significant gaps in understanding how to practically apply AI in 2019. Businesses, governments and individuals continue to engage to find out not just what AI is, and what it can do, but how to make it deliver successfully.

As a result, the Artificial Intelligence Forum of New Zealand's (AI Forum) membership has increased from 75 to 137 members, including stakeholders across academia, Government and industry.

As part of our strategy to raise awareness and discussion about AI we hosted the second annual AI-DAY in 2019. The multi-day conference featured a diverse range of international speakers and hosted 500 attendees.

Throughout the year the AI Forum hosted regional member events and distributed a fortnightly newsletter to several thousand subscribers. The Forum has also continued to contribute to the national conversation on AI Ethics, Lethal Autonomous Weapons Systems, Future of Work and more. During the past year, the AI Forum has been represented at international events including the Partnership on AI, Google AI for Good and Canberra's AI policy conference.

In addition, the AI Forum has maintained an ecosystem map highlighting who is currently investing in, working with and considering AI in New Zealand. The latest version includes more than 200 companies.

The AI Forum's next major research report, *Towards our Intelligent Future: New Zealand's AI Roadmap* is due for publication this year. The research will move the focus from what the impact of AI may be to how we need to respond to create the best outcomes for New Zealand, with emphasis on identifying practical examples.

**The AI Forum has a number of working groups made up of member volunteers that work together to make an impact across critical areas including:**

- 1.** Forging a Coordinated AI Strategy for New Zealand
- 2.** Creating Awareness and Discussion of AI
- 3.** Assisting AI Adoption
- 4.** Increasing Trusted Data Accessibility
- 5.** Growing the AI Talent Pool
- 6.** Adapting to AI effects on Law, Ethics and Society

# BioTech New Zealand



**Zahra Champion**

EXECUTIVE DIRECTOR



[www.biotechnz.org.nz](http://www.biotechnz.org.nz)

## Creating a healthy, clean and prosperous New Zealand, boosted by BioTech.

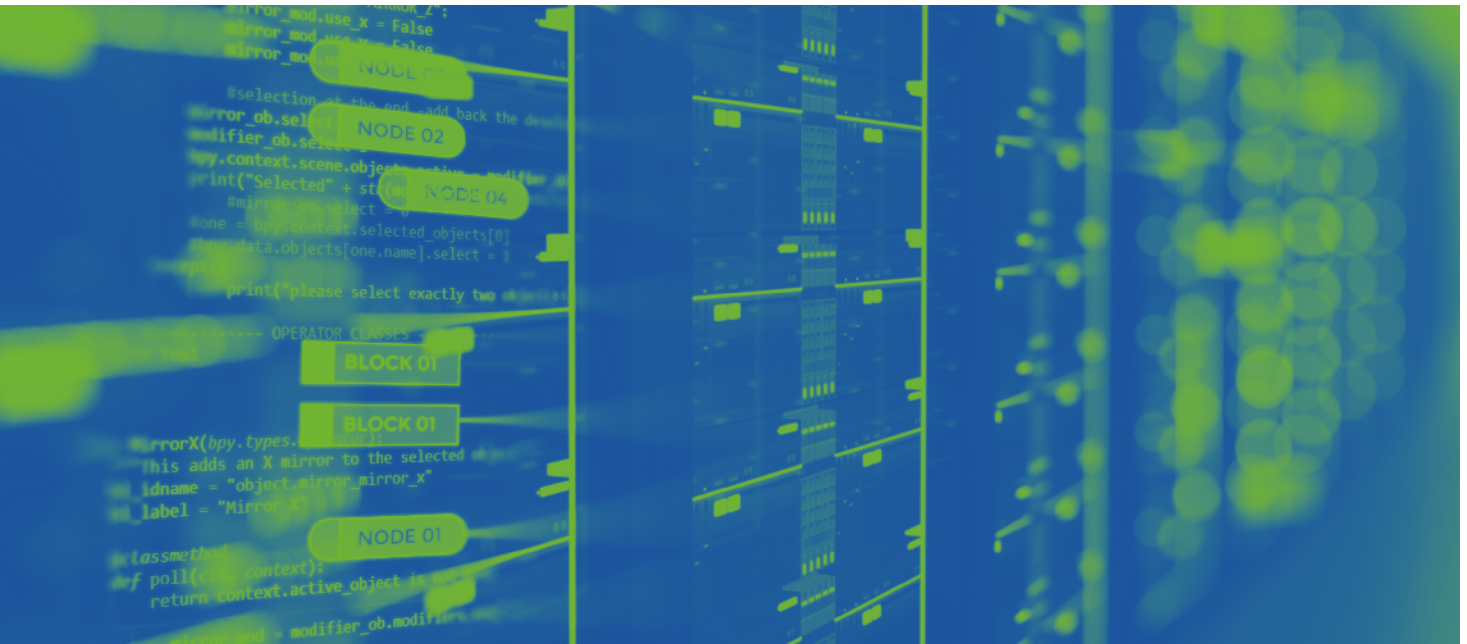
BioTech New Zealand (BioTechNZ) is working to raise awareness and increase understanding about the opportunities for using biotech to enable New Zealand to embrace healthier, cleaner and more productive lives. Biotech plays an active role in solving the world's current and future problems in agriculture, environment, health and medicine.

Our local bioeconomy is underpinned by a long tradition of applying research to wide ranging issues in human and animal health, food, agriculture and energy. The New Zealand biotech sector is known for skilled and innovative people, research excellence and clinical trials. It has a rich history in protein development, excellent animal health status for animal-based therapeutics, unique natural ingredients, medicinal plant growth for the pharmaceutical industry, environmental microbiology.

BioTechNZ undertook research this year to identify areas of competitive advantage for New Zealand biotech. This was used as support material for the large New Zealand delegation that attended BIO2019 in Philadelphia and as the foundation for a research project currently underway into the New Zealand biotech sector's growth and opportunity.

Through the year BioTechNZ provided opportunities for members to meet up and discuss emerging topics in biotech such as genetic modification, cleantech and agribio. This work has been extended into raising public awareness through the work of several working groups made up of member volunteers. This includes work currently underway to increase understanding of genetic modification.





# Blockchain New Zealand



**Mark Pascall**

EXECUTIVE DIRECTOR



[www.blockchain.org.nz](http://www.blockchain.org.nz)

## Helping New Zealand become a global hub for blockchain innovation.

Blockchain is more than an emerging new technology, it is an advanced infrastructure with an impact as powerful as the Internet! It has the potential to dramatically transform how organisations, governments and society operate. Blockchain is changing our understanding of transparency, authentication, trust and contracts in the public and private sector.

Blockchain technology provides a way to build decentralised software systems and organisations. A decentralised system is one where incentive structures are created that encourage participants to behave in a way that help the system succeed. Decentralised systems are not controlled by any single person, company or government, they are controlled by people who are in the communities behind the systems.

### Blockchain includes:

- Smart Contracts
- Initial Coin Offerings
- Security Tokens
- Distributed Ledger Technologies.

Blockchain New Zealand represents the New Zealand organisations who are working in this rapidly emerging sector. We believe that by working together and leveraging our globally recognised brand of trust and integrity, New Zealand can become a key player in the move to a decentralised global ecosystem.

BlockchainNZ is focusing on:

- Increasing awareness and understanding of all decentralisation technologies
- Connecting and promoting our members
- Ensuring that New Zealand remains connected in the international blockchain ecosystem
- Supporting policy makers to ensure New Zealand remains an attractive option for Blockchain development and investment.

# Digital Identity New Zealand



**Andrew Weaver**

EXECUTIVE DIRECTOR



[www.digitalidentity.nz](http://www.digitalidentity.nz)

## Empowering businesses to innovate with identity

Digital Identity New Zealand (Digital Identity NZ) was formed to help New Zealand's transformation as a digital nation, where everyone can prove who they are digitally to organisations in a secure and trusted way.

Digital Identity NZ launched in November 2018 with a founding group of 20 organisations. It evolved from the Digital Identity Forum that was exploring better ways to collaborate on improving how people are recognised online. Digital Identity NZ is a purpose driven, inclusive, membership funded organisation, whose members have a shared passion for the opportunities that digital identity can offer.

Our vision is for New Zealand to be a country where everyone can fully participate in society by confidently expressing their digital identity. Digital Identity NZ supports a sustainable, inclusive and trustworthy digital future for all New Zealanders.

Since its launch, Digital Identity NZ now has over 60 member organisations, including academia, corporates, Government departments, iwi groups, startups and technology leaders.

### Our goals include:



To put people in control and ownership of their digital identity



To enable people to participate in the economy and society more easily with confidence and choice



To empower businesses to innovate and participate with clarity around identity



To improve productivity and reduce effort when requesting, attesting, and validating digital identity



To better adapt to digital identity challenges in an ever changing world

### Our key strategies include:

- connecting digital identity innovators, businesses, public sector organisations, iwi, regulators, researchers and public for a united approach.
- promoting awareness of the socio-economic benefits that digital identity can deliver and identify opportunities to deploy digital identity.
- advancing New Zealand's digital economy by improving the digital identity experience. This includes collaboration on discovery projects, sharing knowledge and outputs as open sourced assets.



# EdTechNZ



**Shane Kerr**

**CHAIR**



[www.edtech.org.nz](http://www.edtech.org.nz)

## **EdTechNZ is the voice of education technology in New Zealand.**

Education provides an enduring foundation for New Zealand's economic and social growth. The Education and Technology Association (EdTechNZ) is a community dedicated to the growth of understanding of the benefits of tech in education and the growth of edTech exports from New Zealand. Our membership includes edTech firms, education and training organisations, educationalists and Government agencies.

EdTechNZ's purpose is to drive creative use of technology in education, inside and outside the classroom. We aim to facilitate a world class education system for all New Zealanders and showcase local edTech to the world.

EdTechNZ is the voice of education technology in New Zealand and provides an independent platform for those with a shared interest in education technology, across industry and Government.

EdTechNZ's focus includes a series of regular Connect events and meetups in Auckland, Wellington and Christchurch. Lifelong learning and pathways to deliver a modern workforce remain key priorities and off the back of that we have recently formed a Skills working group to address this agenda. We are also forming an edtech for export working group.

**"Today's students and tomorrow's workers will need advanced skills to operate in an increasingly digital working environment."**



# FinTechNZ



**James Brown**

GENERAL MANAGER



[www.fintechnz.org.nz](http://www.fintechnz.org.nz)

## Actively contributing to the prosperity of New Zealand through financial technology innovation.

The New Zealand Financial Innovation and Technology Association (FinTechNZ) helps connect, promote and advance the trends shaping the fintech ecosystem. Launched in 2017, FinTechNZ now has over 180 members across the finance and technology sectors. Regular Connect Events are held throughout the year in Auckland, Wellington and Christchurch and Executive Council members are regular speakers at international events.

Last year, FinTechNZ co-founded the Global InsurTech Alliance (GITA) and has established numerous international partnerships to strengthen connections. FinTechNZ also hosted a delegation to London FinTech Week and co-hosted the New Zealand FinTech Summit 2018 in Auckland.

Earlier this year, InsurTechNZ published *InsurTech Emerging at Pace, an assessment of the New Zealand InsurTech Ecosystem*, in collaboration with EY New Zealand.

### Key findings include:

- 82% of insurtechs were established less than five years ago.
- 72% of insurtechs are already working with an established insurer, broker or services provider.
- Yet 63% disagree there is enough collaboration between established insurers, brokers and insurtechs to realise a successful transformation to the ecosystem.
- organisational culture, insurtechs' ability to scale, the use of IT/data security are the main barriers for engagement with insurtechs.

FinTechNZ regularly meets with Government Ministers, has presented to the National Caucus and to the Economic Development Select Committee to help raise the awareness of fintech with Ministers and policy makers.

### FinTechNZ's work programme includes the following working groups:

- Cryptocurrency
- InsurTech
- International relations
- Cyber and Digital ID
- FinTech Ecosystem Map
- RegTech
- Banking and Finance
- WealthTech

**Fintech continues to disrupt and redefine the way the financial sector operates, increasing growth and opportunity globally.**



# New Zealand IoT Alliance



[www.iotalliance.org.nz](http://www.iotalliance.org.nz)

## Accelerating a Connected New Zealand

The Internet of Things (IoT) is impacting the way consumers, businesses and governments interact with the world. IoT is the technology which connects objects, machines, people and even animals, that could not previously be remotely measured, monitored or controlled. Using embedded sensors to collect and exchange data, everything from vehicles, traffic lights, home appliances and medical devices can be connected.

The New Zealand IoT Alliance sees a thriving future for New Zealand by connecting data, devices and people to seize opportunities for economic growth. Its aim is to empower industry to grow our nation's competitive advantage through IoT. The Alliance provides an independent platform for bringing together leaders in IoT technologies, Government, academics and local IoT innovators. It's underlying aim is to accelerate IoT innovation by promoting collaboration across industry and Government.

Following the publication of *The Internet of Things, Accelerating a Connected New Zealand*, the Alliance manages seven working groups to address the report's recommendations. Working groups include;

- IoT Ecosystem Map
- IoT Knowledge Hub
- IoT Collaborative Pilots
- IoT Cybersecurity
- IoT Data and Privacy
- IoT Device Certification
- IoT Technical Spectrum

The IoT Technical Spectrum working group recently published, *IoT Spectrum in New Zealand* detailing spectrum availability. The briefing paper highlights the importance of IoT spectrum in New Zealand and the potential opportunity it creates for improved efficiencies and more products and services.





# TechLeaders Executive



**David Kennedy**

CHAIR



[www.techleaders.nz](http://www.techleaders.nz)

## Who are our TechLeaders?

TechLeaders Executive is a network of influential leaders whose aim is to drive positive economic and social change. TechLeaders Executive includes senior executives who are passionate about better use of technology and the role it can play in making New Zealand more prosperous.

**“For many businesses, their current staff may not possess the new skills that are going to be required in the future, so they must consider how they will future proof their workforce.”**

## Thought leadership for a prosperous New Zealand

At the heart of our membership, TechLeaders share a passion for the opportunities that technology can bring to the New Zealand economy. TechLeaders work on influencing positive change through acceleration of digital skills, shared learning about digital transformation of people and Government engagement to support policy for a digital nation.

The current digital revolution is set to change, redefine and disrupt almost every sector of our economy. Likewise, the future of work is changing as digital transformation, automation and artificial intelligence take over many jobs that were previously performed by humans. While this will make some human driven roles obsolete, it will also create new jobs that will require different skills.

Last year, TechLeaders created a simple set of principles for organisations working through digital transformation to remind them to put their people first. *The Digital Principles* include be purposeful, seek to improve, actively collaborate, focus on value, be people centric and commit to lifelong learning.

TechLeaders latest discussion paper is, *How Capability Frameworks can prepare organisations for future challenges*. While technological developments lead to increased productivity for companies, organisations are now struggling with how to keep their staff employed, engaged and able to do the changing roles required of them. For many businesses, their current staff may not possess the new skills that are going to be required in the

future, so they must consider how they will future proof their workforce. The challenge is for businesses to prepare a future workforce which is highly adaptable. This involves ensuring that there is the infrastructure in place for people to upskill on demand, without major time commitments. In order for businesses to manage their future workforce, they need to understand the skills and capability possessed by their current employees so they adapt them to meet their changing needs. One way for companies to ensure they have an adaptable workforce is to adopt a capability framework as a way of measuring and managing their human resources. Capability frameworks focus on continuous learning and future potential.

**“The prosperity of New Zealand is inextricably linked to how well our organisations embrace a digital future and how well they evolve.”**



PHOTO CREDIT: NZStory – David Straight

# Tech Marketers



**Jane Smallfield**

CO-CHAIR

**Tech Marketers connects marketers in the tech ecosystem, promotes marketing within companies and advances New Zealand tech marketers nationally and globally.**

The Tech Marketers Group (TMG) is a national movement supporting tech marketers to access shared resources, connect with mentors and facilitate training, workshops and conferences; both locally and globally.

Members include marketers of New Zealand based technology companies, including multinationals with a local presence. The group shares information, resources and strategies to collectively improve marketing capability and success.

Launched in 2018, TMG has over 250 members and has held more than 30 events in the last 12 months. In February, it held its inaugural annual conference featuring four international speakers and was attended by over 100 tech marketers from around the country.

The heart of TMG is connecting with other marketers, facilitating the connection at board and C-suite executive level to highlight the value of marketing in sustaining a successful company.

The group is helping create a wider understanding of how marketing integrates with product development, sales and overall operations.

## **TMG's goals include;**

1. To connect marketers in the tech industry with each other.
2. To promote marketing within tech companies and the wider industry.
3. To advance New Zealand tech marketers locally, nationally and globally.



**Bob Pinchin**

CO-CHAIR



# TechWomen



**Eva Sherwood**

CHAIR



[www.techwomen.nz](http://www.techwomen.nz)

## Inspiring, supporting and encouraging women in tech

A shortage of women in tech roles is a major challenge for the successful growth of tech in New Zealand. Only three percent of 15 year old New Zealand girls consider a career in IT and women only make up 23 percent of those employed in IT occupations.

TechWomen is creating positive change by inspiring girls into technology and supporting the growth of women in tech roles.

### ShadowTech

Our award winning ShadowTech programme provides girls in years 9 -11 with an opportunity to experience what working in the tech sector is like. The programme connects secondary school students with mentors working in the tech sector, allowing them to spend a day with inspirational women working in the tech sector. It also aims to encourage participants onto education pathways that lead into tech sector roles. Ultimately, the objective of ShadowTech is to see an increase

in the number of females who chose science, technology, engineering and mathematics related subjects at a secondary and tertiary level.

### ShadowTech Teachers

In collaboration with CreateOps, we co-hosted the first pilot of ShadowTech Teachers in Auckland.

The pilot provided 35 digital technology high school teachers with corporate experience. They were able to make industry connects and take their learning back to the classroom.

### Mentoring Circles

Following last year's successful Mentoring Circle pilot programme in Wellington, we have expanded to include Christchurch, Dunedin and Auckland. Over 250 applications were received and 56 mentors and mentees were selected. Our mentoring circles create relationships to share knowledge and experience.

**'Improving  
diversity and  
creating positive  
change'**







# Affiliates



[www.canterburytech.nz](http://www.canterburytech.nz)  
[www.techsummit.nz](http://www.techsummit.nz)

Canterbury Tech is passionate about helping the region's tech companies and people prosper. Our membership includes some of New Zealand's most innovative companies and entrepreneurs, based in a region renowned for its tech excellence.

Canterbury Tech connects, grows and inspires its members through educational and inspirational events.

This year's highlights include the appointment of Neil Hamilton as General Manager.

## Highlights:

- Canterbury Tech Summit
- Regional coordination of 40 Techweek19 events
- Monthly members meetings hosting industry experts and networking opportunities.
- Twelve week mentoring programme.
- Inception of national LookSee campaign.



[www.nzgda.com](http://www.nzgda.com)  
[www.nz-gdc.com](http://www.nz-gdc.com)

The New Zealand Game Developers Association (NZGDA) was established to champion, support and grow video game development in New Zealand. Recent research shows game development is one of New Zealand's fastest growing creative tech sectors with 46 percent compound annual growth. Collectively, NZGDA members employ over 550 people in 30 studios and 93 percent of revenues earned are exports.

Key areas of focus include regular meetups nationwide, the Kiwi Game Starter startup challenge, a mentoring programme, annual GameJam, hackathons, diversity initiatives, international conference scholarships and career pathways.

## Highlights:

- The New Zealand Game Developers Conference hosted over 500 delegates.
- NZGDA has supported New Zealand game developers to attend international events in the USA, Australia and China.
- In collaboration with NZTech, MBIE and WeCreate, the *Interactive Aotearoa – Driving growth and wellbeing through interactive media* report provides an in depth look at the economic, wellbeing and cultural impact of interactive media and gaming in New Zealand.



[www.healthit.org.nz](http://www.healthit.org.nz)

New Zealand Health IT (NZHIT) members make a significant contribution to the delivery of health services and provide innovative solutions to influence the future direction of health delivery in New Zealand and overseas. We work collaboratively with Government agencies to support the ongoing development and uptake of technology in the health sector nationally and internationally.

New Zealand Health IT (NZHIT) represents health software companies, healthcare providers, academia, clinicians, researchers and policy makers. Strategic priorities include leadership, relationships and growth, supported by collaboration, trust and outcomes as values. NZHIT hosts regular networking events nationwide.



[www.nzsa.org.nz](http://www.nzsa.org.nz)

The New Zealand Software Association (NZSA) is the software industry networking organisation, facilitating connections and professional development.

The NZSA provides support, resources and information to assist local software companies to develop on their pathway to export success.



[www.precisionagriculture.org.nz](http://www.precisionagriculture.org.nz)  
[www.7acpa-2017.org](http://www.7acpa-2017.org)

The Precision Agriculture Association of New Zealand (PAANZ) is the industry body focussed on adoption of agri-technology in New Zealand's primary sectors. PAANZ connects land users, researchers, companies, local government and organisations to increase the awareness and use of agri-technology through industry events, symposiums and field days.

Launched in 2012, the association recognises the growing role that agri-technology could play in meeting New Zealand's aspirations for a vibrant farming industry, reduced greenhouse gas emissions, and improving freshwater quality in our lakes and rivers.

#### Highlights:

- Initiation of major project audit of uptake of agri-technology in the primary sector.
- Facilitated a workshop in conjunction with MobileTech 2019 to discuss the potential implementation of common farm data standards strategy to meet international protocols.
- Chairman, Roger Robson-Williams represented New Zealand in an international forum in Canada to identify areas of pre-competitive science to improve on-farm uptake of agri-technology.



[www.siba.org.nz](http://www.siba.org.nz)  
[www.nzspatialawards.org.nz](http://www.nzspatialawards.org.nz)

The Spatial Industries Business Association (SIBA) is the organisation representing the spatial industries from geographic information systems (GIS) and location technology to construction plans. Membership is increasing alongside the rise of spatial technology.

SIBA provides support, advice and information as it drives to advance the spatial industry. A key focus for SIBA is increasing awareness of spatial technology itself. This technology underpins the approach of using location to tie together information from disparate sources to find patterns or causes in big data.

SIBA is a founding partner of the New Zealand Spatial Excellence Awards, in recognition of New Zealand's best individuals and organisations working with spatial technology.



[www.nzvrara.nz](http://www.nzvrara.nz)

The New Zealand Virtual Reality/Augmented Reality Association (NZVRARA) was established in 2016 to champion, support and grow innovation in virtual, mixed and augmented reality across New Zealand.

NZVRARA focuses on promoting dialogue, investment and building capability in immersive technologies. NZVRARA creates opportunities to showcase and collaborate on cross reality experiences and solutions.

# Digital Skills Hui



NEW ZEALAND  
DIGITAL SKILLS FORUM

[www.digitalskillsforum.nz](http://www.digitalskillsforum.nz)

## The inaugural New Zealand Digital Skills Hui 2019 took place on 27 March in Wellington with 300 delegates

**As a founding partner of the Digital Skills Forum, NZTech has continued to play an active role in researching the skills shortage.**

The hui provided an opportunity for industry, Government and NGOs to come together for a powerful, action focused day to shape next steps for our digital technology sector. Beyond industry, the Tripartite Future of Work Forum and the Digital Economy and Digital Inclusion Ministerial Advisory Group are eager to receive recommendations and outcomes from the hui.

Local research shows that demand for digital skills is already high, supply of digitally skilled workers is low and demand is forecast to grow. Following the publication of the *Digital Skills for a Digital Nation* report, a range of critical economic and social challenges were identified. This included the shortfall of opportunities for graduates and issues with diversity and inclusion in the sector. The hui focused on developing report recommendations in a workshop setting.

The Digital Skills Hui featured inspirational speakers and outcome focused workshops addressing these critical questions for New Zealand's economic growth and social wellbeing:

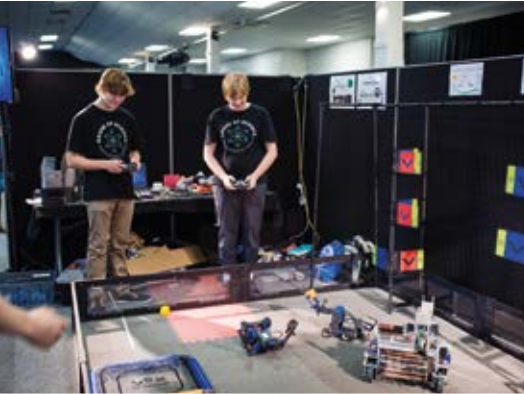
1. How do we collectively develop a more inclusive and diverse digital technology industry?
2. In preparing for the future of work, where and how can we leverage the demand for digital skills to help transition and absorb workers displaced by automation?
3. What is needed to effectively bridge the gap between education and employment in digital technology?













# techweek2019

**New Zealand's  
festival of innovation  
that's good for  
the world.**

**20-26 MAY 2019**

**#techweek19**

**#goodfortheworld**

[www.techweek.co.nz](http://www.techweek.co.nz)

**Techweek's vision is for New Zealand to be globally recognised as a beautiful country where world leading solutions are born. It's not just about showcasing leading edge technology, but amplifying brilliant ideas that are solving the biggest global challenges – innovation that's good for the world.**

In 2019, the third iteration of the nationwide festival saw an expansion into more regions, the inaugural Techweek School Series launched and Techweek TV featuring daily live webcasts with the brightest tech minds in Aotearoa.

Thousands of Kiwis engaged with events, hackathons and live streams on a range of topics from medtech to blockchain, to how technology is being used in conservation efforts and mental health awareness within the industry.

The intention behind Techweek is simple. New Zealand's technology and innovation sectors are growing rapidly, and Techweek fosters that growth by providing the national ecosystem

with a week long opportunity for connection and cross pollination, using an independent platform to amplify New Zealand's unique and inspiring innovation stories to the world.

Techweek also helps inspire the next generation into technology with events in schools and communities throughout New Zealand. Exposing the latest tech to New Zealand businesses encourages the uptake of technology solutions throughout the country leading to increased productivity. Bringing this activity together across an entire country makes Techweek globally unique which is helping position New Zealand as a leading digital nation.

## The numbers

<b>7</b>	→ <b>DAYS</b>
<b>62</b>	→ <b>TV SESSIONS</b>
<b>38</b>	→ <b>TOWNS</b>
<b>562</b>	→ <b>EVENTS</b>
<b>882</b>	→ <b>SPEAKERS</b>
<b>46,252</b>	→ <b>EVENT ATTENDEES</b>
<b>2,500,000+</b>	→ <b>MEDIA REACH</b>





# Up

STARTERS

## NEW IDEAS FROM A NEW PLACE

If necessity is the mother of invention, it's no surprise that world changing ideas are born in New Zealand. Introducing the New Zealand Tech and Innovation Story.

## NATURAL COLLABORATORS

Being from a small country means we dream big – and teaming up helps us achieve the extraordinary.

## GLOBAL SOLUTIONS

We've always looked beyond our shores for new challenges. That means New Zealand businesses are born global from day one.

## INGENIOUS SOLUTIONS

When you want a job done differently, give it to people who think differently.

## INNOVATION FROM THE EDGE

Innovation starts at the edge, not at the centre. That puts us in the right place to change the world for the better.

## OPEN, TRUSTED, STABLE

New Zealanders are known for doing the right thing, even when nobody is looking. That makes us the partners you've been looking for.



# NZ Tech Story



[www.upstarters.co.nz](http://www.upstarters.co.nz)

**The New Zealand Tech and Innovation Story, the UpStarters, was established to form a compelling, consistent and coherent way of promoting New Zealand's tech and innovation capabilities internationally. Over time, this story will help build New Zealand's reputation as a credible source of world class solutions.**

Technology and innovation now represents a third of New Zealand's export earnings, and as New Zealand's fastest growing sector it plays a critical role in growing New Zealand's economy. By building New Zealand's reputation as a hi-tech, innovative country, more New Zealand businesses will be able to compete and succeed on the world stage. This in turn will generate greater prosperity for all New Zealanders.

Upstarters is a collaborative project, led by NZTech with support from New Zealand Trade and Enterprise (NZTE), New Zealand Story Group,

and the Ministry of Business, Innovation and Employment (MBIE). The Story messaging was created from insights gathered via one-on-one interviews with global leaders in the New Zealand tech community, and through workshops with tech businesses throughout the country. These messages were tested for relevance offshore in East Asia, the United Kingdom and Europe and then further refined.

**"If necessity is the mother of invention, its no surprise that world-changing ideas are born in New Zealand."**

## WHAT IS UPSTARTERS?

UpStarters was created to help everyone in the New Zealand tech sector get on the same page when taking their ingenious ideas offshore. The truth is, New Zealand produces inspiring tech businesses and individuals across many disciplines, but what ties us together within our fastest growing sectors is not purely what we do, but the way we do it. Our unique place in the world has created a unique approach to doing business one that sets us apart. We are UpStarters, and together we can do amazing things...

# Hi-Tech Awards 2019

**A New Zealand Hi-Tech Award is one of the technology ecosystem's most sought after accolades. They have been awarded since 1994 to New Zealand's most successful hi-tech companies and highest achieving individuals.**

The Awards programme, administered by the independent New Zealand Hi-Tech Trust, promotes tech as a leading contributor to New Zealand's economy and export success.

[www.hitech.org.nz](http://www.hitech.org.nz)

## 2019 Winners

**Xero Hi-Tech Young Achiever Award**

**WINNER:** John Roy

**Visa Best Hi-Tech Solution for the Public Good**

**WINNER:** The Cacophony Project

**IBM Most Inspiring Individual of the Year**

**WINNER:** Peter Beck

**ATEED Most Innovative Hi-Tech Creative Technology Solution**

**WINNER:** Spalk

**Callaghan Innovation Kamupene Māori o te Tau — Māori Company of the Year**

**WINNER:** Robotics Plus

**Duncan Cotterill Most Innovative Hi-Tech Software Solution**

**WINNER:** Predict HQ

**Endace Most Innovative Hi-Tech Hardware Product**

**WINNER:** Taska Prosthetics

**Kiwibank Most Innovative Hi-Tech Service**

**WINNER:** Predict HQ

**Quick Circuit Best Contribution by an Internationally Headquartered Company**

**WINNER:** Talent International

**New Zealand Trade and Enterprise Most Innovative Hi-Tech for the Agritech Sector**

**WINNER:** Aporo-Robotics Plus

**New Zealand Venture Investment Fund Hi-Tech Startup Company of the Year**

**WINNER:** Whip Around

**Coretex Hi-Tech Emerging Company of the Year**

**WINNER:** Predict HQ

**HIGHLY COMMENDED:** Fergus Software

**PwC Hi-Tech Company of the Year**

**WINNER:** PushPay



# Flying Kiwi's Hi-Tech Hall of Fame



**Greg Cross**

2019 Inductee

**Recipients of the Tait Communications Flying Kiwi Award are individuals who have made a sustained and outstanding contribution to New Zealand's hi-tech industries. Being named a Flying Kiwi is recognition of their professional achievements and their service in promoting, educating and mentoring others. Collectively, they make up the New Zealand Hi-Tech Hall of Fame.**

Greg Cross is a serial entrepreneur, technology nomad and the epitome of a Flying Kiwi. He established one of New Zealand's first software companies in the USA and Europe, Fact International. Following the company's acquisition he worked at BellSouth and then led Microsoft New Zealand through a phase of rapid growth and the launch of Windows 95.

Greg then returned to the USA, raising capital, pursuing mergers and acquisitions strategies. This resulted in roles as an Entrepreneur In Resident (EIR) in Silicon Valley for an international venture capital firm. He later returned to New Zealand for a range of positions, including co-founding of PowerbyProxi with Fady Mishriki.

Most recently, Greg has taken a fledgling Auckland University project and turned it into a commercial success. In partnership with the Academy Award winning, Dr Mark Sagar, he co-founded Soul Machines to build a HumanOS for Artificial Intelligence and explore the future of human-machine cooperation.

Greg is a passionate advocate for building teams and winning against the best competition the world has to offer but enjoys nothing more than inspiring New Zealand's next generation of tech dreamers.



**NZ HI-TECH  
AWARDS**







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