

BACKGROUND

TeleCommunication Systems Inc. (TCS) is a leading provider of mission-critical wireless data solutions to government customers, public safety and carriers.

TCS produces wireless data communications technology solutions that require proven high levels of reliability. TCS' wireless data offerings include:

- Secure deployable communication systems and engineered satellite-based services
- Location-based wireless and VoIP Enhanced 9-1-1- services
- Messaging and location service infrastructure for wireless operators
- Commercial location applications, including traffic and navigation, using the precise location of a wireless device.

GOAL/OBJECTIVES

The goal for CED is to attract international companies to Calgary and TCS was identified as a potential candidate.

TESTIMONIAL

"I met with all the folks from the government, industry and academia and that certainly helped me feel comfortable with the idea of having an office in Calgary. The trip was well worth my time and will maintain and grow the work force in Calgary."

- Joe Hannan, Vice President, Location Products, TeleCommunication Systems Inc.

STRATEGY & IMPLEMENTATION

To achieve the goals and objectives, TCS joined the US System Integrator delegation to Calgary in February 2009. The delegation was hosted by CED, WD, CTI, DFAIT and Alberta Advanced & Education. It was a two day program, including business networking with local companies and site visits to the labs at the University of Calgary.

OUTCOMES

In May 2009, TCS acquired LocationLogic in Calgary. The current team in Calgary has 20 employees and they are looking to expand.

The acquisition was a strategic move for TCS. The mission helped TCS feel comfortable to have an office in Calgary and it strengthened TCS's position in relation to making an acquisition of a Calgary-based company.

CONTACT DETAILS



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