

SMART Technologies wins Haskayne award

CALGARY HERALD

Two Calgary entrepreneurs took home an international business award Thursday night for turning the simple whiteboard into an interactive presentation tool that generates more than \$100 million in world-wide sales.

Nancy Knowlton and David Martin won the Hal Godwin Award for Excellence in International Business for developing SMART Technologies Inc. into a company with 504 employees in offices from Tokyo to Washington.

The pair won one of seven international business prizes awarded by the University of Calgary's Haskayne School of Business and Calgary Economic Development on Thursday.

"We sell in 65 countries," said Martin. "Ninety seven per cent of our product is shipped around the world. We are very export focused and we built the company with that thought in mind."

The Calgary Export Achievement Award for Collaborative Partnerships went to Wi-LAN Inc. a Calgary-based wireless equipment company that exports its products to more than 60 countries.

"Wi-LAN's award was granted in recognition of the company's successful collaboration with Chinese partners to penetrate the rapidly growing

broadband wireless equipment market in China," said a Wi-LAN statement.

China is one of Wi-LAN's largest export markets.

Other award winners included:

- ENCOM Wireless Data Solutions Inc., the Calgary Export Achievement Award for Innovative Approaches;
- Print Audit Inc., Calgary Export Achievement Award for Corporate Social Responsibility;
- Dr. Julie Rowney, director, OLADE Sustainable Energy Project, Macleod Dixon International Achievement Award;
- Ana Galdon, Export Development Canada Student Achievement Award;
- Erin Thomson, Haskayne School of Business Student Achievement Award.

Calgary Economic Development sponsors the Calgary Export Achievement Awards, which have been presented to local exporters since 1993. The Haskayne School of Business presents the 21-year-old International Business Awards, which recognize Calgarians or Calgary-based companies that "have increased internationalization."

"Calgary is truly a global player and the businesses we are recognizing show Calgary companies can compete with the world's best," said Bruce Graham, president and chief executive of Calgary Economic Development.