

CATALYST PROGRAMS FOR STARTUPS

Impact Report 2026

Supporting startups.
Driving innovation.
Delivering results.

Table of contents

04 Who we are

06 Cyber ecosystem

07 Startup programs

10 Our mentors

12 Engagement with industry partners

Table of contents

RBC Finsec Incubator 13

Law Enforcement Market Access 16

Cyber for Startups 17

Cyber Challenge 18

Cyber Accelerator 21

Who we are

Toronto Metropolitan University's national centre for technology safety and security.

Since its founding in 2018, Rogers Cybersecure Catalyst has built a global reputation for developing the people, ideas, and solutions needed to address complex and emerging technology security challenges.

Headquartered in Brampton, the Catalyst works with governments, industry, academic institutions, and partners, delivering programs and initiatives nationally and internationally.

Learn more at cybersecurecatalyst.ca.



A note from Catalyst Founding Executive Director Charles Finlay

Canada is home to ambitious technology founders. At the Catalyst, we believe these founders should have the support, expertise, and connections they need to turn that potential into successful Canadian companies.

Since launching our startup programming, we have supported 148 companies and 211 founders across 17 cohorts. And we are incredibly proud of what they have accomplished: 419 new jobs created, $344 million in funding raised, and $83 million in annual recurring revenue. These numbers reflect companies growing, creating jobs, and bringing Canadian technology to market.

This report is a snapshot of that impact and of what is possible when we invest in Canadian innovators. We are deeply grateful to RBC, the Government of Ontario, the Canadian Cyber Threat Exchange, and the City of Brampton for their support of these programs, as well as to the mentors, industry partners, and experts who have contributed their time and expertise. Most importantly, this report is a testament to the founders themselves and the remarkable companies they are building.



Charles Finlay
Founding Executive Director
Rogers Cybersecure Catalyst

Cyber ecosystem

THE CATALYST'S CANADIAN CYBER ECOSYSTEM



A SNAPSHOT OF OUR

Startup programs

01 **RBC FinSec Incubator**
2024 – PRESENT

Helps early-stage fintech and technology startups strengthen product security, operational resilience, and regulatory readiness while accelerating product-market fit and building connections within the financial sector.

02 **Law Enforcement Market Access**
2026 – PRESENT

Prepares Canadian technology companies for adoption in the law enforcement sector by strengthening market readiness, procurement knowledge, regulatory and compliance alignment, and connections with law enforcement stakeholders.

03 **Cyber for Startups**
2025 – PRESENT

Helps early- to mid-stage Canadian technology startups embed cybersecurity into their products, operations, and go-to-market strategies to improve security, procurement readiness, investor confidence, and enterprise scalability.

04 **Cyber Challenge**
2024 – 2026

Helped Canadian technology startups validate, commercialize, and scale cybersecurity solutions by addressing real-world challenges across critical sectors, while providing industry connections, product-testing opportunities, market access, and commercialization support.

05 **Cyber Accelerator**
2019 – 2024

Supported early-stage Canadian cybersecurity companies with expert workshops, mentorship, investor and industry connections, and business-growth guidance to help them scale and grow into competitive industry leaders.

Startup support metrics

AT-A-GLANCE

148

TOTAL COMPANIES

211

FOUNDERS SUPPORTED

17

GRADUATED COHORTS

Catalyst startup support

TOTAL PROGRAM METRICS

$352M

in total funds raised by Catalyst startups.

419 TOTAL NEW JOBS CREATED*	**$93M** TOTAL ANNUAL RECURRING REVENUE	**286** PATENTS & TRADEMARKS GRANTED
184% INCREASE IN FUNDS RAISED*	**106%** INCREASE IN REVENUE*	**57%** INCREASE IN TEAM SIZE*
31% INCREASE IN PATENTS & TRADEMARKS*		

*Since joining the Catalyst, based on respondents. Measured across all five programs.

Our mentors

SUPPORTING ENTREPRENEURS

Andrew Amaro
Founder and CEO, Klavan Security

Keenan Anthony
Managing Partner, Gale Ventures

Nitin Bedi
Vice President, Cyber Services, ISA Cybersecurity Inc.

Sean Blenkhorn
Founder and Advisor, Revity Labs

Tracy Chong
President & Brand Economist, Strata Insights

Aphra Corcoran
Executive Director, Cybersecurity Services, KPMG

Steven Cohen
CEO, C3ISO

John Derbyshire
Principal, InvTech Solutions

Neil Desai
Tech Commercialization Executive

Kulbir Colin Singh Dhillon
President, ImagineQ

Adam Evans
Senior Vice President & CISO, RBC

Jeremy Goldman
Founder, Riio Systems

Adam Goodman
Chief Product Technology Officer, Brassbell Group

Joe Graci
Scale-Up Ventures & Advisory, JOVA Ventures & Advisory

Liz Jaluague
Security Architect, Purpose Unlimited

Rong Kai Wong
Limited Partner, Antler

Michael O'Neil
Principal Analyst, InsightaaS

Iain Paterson
CISO, WELL Health Technologies

John Perea
Director, Fractional CISO/CIO

Rob Poirier
Technical Lead, Canadian Cyber Threat Exchange (CCTX)

Melanie Power
CEO, Consulting Power Inc.

Mark Radha
Formerly Strata Insights

Darace Rose
Co-Founder and CEO, Oppos Inc.

Sam Saad
CCO, EAIGLE

Tal Schwartz
General Partner, North Exit Ventures

Jeff Schwartzentruber
Staff Machine Learning Scientist, eSentire

John Scott
CEO, 4Quays Technology

Bahadur Singh
Senior Cyber Security Architect, Rogers Communications

Eldon Sprickerhoff
Founder, eSentire & Caledon Ventures

Jeff Taylor
CEO and Fractional CISO, OTH Security

Nicole Troster
Founder & CEO, Courage Labs

Curtis Tse
Senior Manager, KOHO

Engagement with industry partners

8

CRITICAL SECTORS

High-growth economic sectors with deeply interconnected systems vital to public services.

19

CORPORATE PARTNERS

Provide market insights as an organization to address critical cybersecurity challenges.

41

INDUSTRY EXPERTS

Executive professionals proficient in trends, technologies, regulations, & best practices in their sector.

INDUSTRY REPRESENTATION

Automotive	Advanced Manufacturing	Mining	Smart Infrastructure
Agri-Food	Life Sciences	Law Enforcement	Finance

The Catalyst's Canadian cyber ecosystem



RBC FinSec Incubator 2024 – PRESENT

Key highlights at a glance

The RBC FinSec Incubator helps early-stage companies transform the financial ecosystem by enhancing product security and resilience to achieve product-market fit. The program also allows startups to pitch their products to industry experts and investors, establish connections within the finance sector, and navigate enterprise procurement.

10
startups

Graduated cohorts to date	2
Avg. mentor hours per cohort	40
Avg. workshop hours per cohort	35

Programming focus

01 Cybersecurity best practices
02 Data privacy
03 Financial regulatory compliance
04 Product-market fit
05 Enterprise procurement
06 Raising capital
07 Sales strategies
08 Presentation skills



PROGRAM OUTCOMES

22%
increase in team size*

70%
increase in total funds raised

61
IP applications

*Since joining the Catalyst

103%

increase in sales since joining the Catalyst.

RBC Pitch Day Roundtable

The RBC Pitch Day Roundtable brought the FinSec Advisory Board, RBC mentors, Catalyst mentors, and other key RBC stakeholders together in a closed-door environment to provide feedback on startup pitches and consider them for potential collaborations, pilots, and investment. This program milestone drew representation from RBC business units outside Global Security, such as Capital Markets, Digital Assets, RBCx, Solution Acceleration & Innovation, and Economics and Thought Leadership.

RBC FinSec was an important inflection point for Finliti.

The program helped us understand what it really takes to move from an innovative fintech product to an enterprise-ready solution — from integration and compliance to advisor workflow and measurable business value. The access to industry expertise, candid feedback, and exposure to the realities of working with large financial institutions helped sharpen both our product and our strategy.

Since participating in Cohort 1, Finliti has expanded its behavioural intelligence platform, built integrations with Salesforce and Wealthbox, secured paying customers and contracts, and grown its presence in both Canada and the United States. What I valued most was that RBC FinSec did not simply give us visibility; it challenged us to think more broadly about how our technology could fit within the financial system. That perspective has stayed with us as we continue building Finliti into a behavioural intelligence layer for wealth management. For an early-stage fintech founder, having access to that level of institutional insight is incredibly valuable”

Jennifer Schell
Founder & CEO, Finliti (Cohort 1)

Law Enforcement Market Access 2026 - PRESENT

Key highlights at a glance

With support from RBC, the Law Enforcement Market Access (LEMA) program empowers Canadian startups and scaleups to break into the sector with high-impact public safety solutions. Split into two streams (accelerator and training), the program is designed to streamline sector adoption, equipping companies to validate market readiness, master the procurement lifecycle across diverse police agencies, and align their technology with law enforcement standards.

40
founders trained

Graduated cohort to date	1
Startups accelerated	4
Workshop hours	14

Programming focus

01 Technology adoption in the public sector
02 Law enforcement procurement
03 Technology landscape
04 Market entry strategy
05 Commercialization & financial vetting process
06 Security & technical standards
07 Agency-specific procurement channels
08 Regulatory compliance

Program highlight

Procurement focus

Throughout the Law Enforcement Market Access (LEMA) program, founders participated in the **Procurement Strategy Session**, which focused on the quality of the relationships between the companies and the OPP and multiple large law enforcement agencies. Additional introductions were also made throughout the program.

Cyber for Startups 2026 – PRESENT

Key highlights at a glance

With support from RBC, the Catalyst piloted Cyber for Startups, a hands-on program that equips early- to mid-stage technology startups with the cybersecurity knowledge needed to embed security-by-design into their go-to-market strategy, boosting their procurement and investment readiness. The program is designed to help startups build secure products, reduce risk, and scale with confidence in competitive and regulated markets.

33
startups

Graduated cohort to date	1
Workshops	8
Workshop hours	16

Programming focus

01 **Security storytelling**
02 **Security-by-design principles**
03 **Secure product development**
04 **Cybersecurity risks and strategies**
05 **Cybersecurity best practices**
06 **Credibility building with investors & customers**
07 **Security milestones**
08 **Aligning security with growth objectives**

Program highlight

Security-by-design

Where other cybersecurity training programs focus on general security posture and keeping the business safe, Cyber for Startups delved deeper into the nuances of product **security-by-design in the age of AI**. The program showcased the value of a security roadmap as a sales driver: by developing secure technology products, startups can earn customer trust for years to come.

Cyber Challenge 2024 – 2026

Key highlights at a glance

Cyber Challenge helped Canadian startups validate and commercialize cybersecurity solutions by connecting them with industry partners, expert guidance, and real-world market opportunities. In partnership with the Canadian Cyber Threat Exchange, the program provided $20K in funding support, helping companies refine their products, strengthen commercialization strategies, and secure pilots, partnerships, and market adoption.

41
startups

Graduated cohorts	4
Founders supported	51
Avg. mentor hours per cohort	120
Avg. workshop hours per cohort	32

Programming focus

01 Industry connections
02 Pitching & product demos
03 Showcase opportunities
04 Intellectual property strategy
05 Go-to-market strategy
06 Product-market fit
07 Procurement processes
08 Sales tactics



PROGRAM OUTCOMES

118
new jobs created*

$28M
annual recurring revenue*

157
patents & trademarks granted

*Since joining the Catalyst

$63M

in total funds raised since joining the Catalyst.

> The Cyber Challenge program aligned us to new goals and possibilities as an organization.
>
> We learned new things that we didn't expect, which made us a better, stronger company ready to compete in a very crowded cybersecurity space. I couldn't be more pleased about our interactions with the Catalyst, and we're looking forward, now that we are alumni, to supporting the mission in any way that we can.
>
> **Rachel Clark**
> CEO, SKADI Cyber Defense Corporation

Testing Partnership Award

$20K additional support per award

This award provided an additional $20,000 to help Cyber Challenge startups secure new industry testing partners across critical infrastructure sectors, including law enforcement, life sciences, agri-food, advanced manufacturing, mining, automotive and smart infrastructure. By supporting structured pilot projects with clear performance metrics and formal data sharing, the award helped startups validate their solutions in real-world environments, accelerate product-market fit and reduce the financial risks of early-stage deployment. Ultimately, it strengthened their readiness for commercial growth and investment.

Cyber Accelerator 2019 – 2024

Key highlights at a glance

The Catalyst Cyber Accelerator helped early-stage Canadian cybersecurity companies scale by providing expert-led workshops, one-on-one mentorship, and connections to industry leaders and investors.
The program supported founders in strengthening their business strategy, commercialization, sales, and operations while preparing their companies for long-term growth.

60
startups

Graduated cohorts	9
Founders supported	108
Avg. mentor touchpoints per cohort	235
Avg. workshop hours per cohort	32

Programming focus

01 Branding for cybersecurity
02 Cybersecurity sales cycle workshop
03 Capital readiness & fundraising
04 Product-market fit
05 Leadership frameworks & founder mindset
06 Scale-up readiness
07 Organizational roadmapping for growth
08 Intellectual property strategy



PROGRAM OUTCOMES

296
new jobs created*

$60M
annual recurring revenue*

152
patents & trademarks granted

*Since joining the Catalyst

$276M

in total funds raised by Accelerator companies.

Corporate-in-Residence exposure

11 CIR partners

All 60 Cyber Accelerator companies had open exposure and engagement with 11 corporate partners known as Corporate-in-Residence (CIRs), meeting with 25 lead representatives from each organization represented. CIRs involved included Rogers, RBC, Torys LLP, Cyderes, 2Keys, Siemens, Palo Alto, AWS, Sun Life, Microsoft, and General Dynamics.

> **Rogers Cybersecure Catalyst has been transformational for Cyber Legends.**
>
> As a founder, I'm deeply grateful they took a chance on bringing us into the program and saw our potential early. The mentorship, introductions, and credibility we gained helped sharpen our strategy and open doors we could not have accessed alone. Even more meaningful is the continued alumni support. The Catalyst has stayed invested in our growth long after graduation. We are stronger because of them. Truly grateful!

James Hayes
Founder & CEO, Cyber Legends

> The program supported us in our earliest days — before product-market fit, before we'd hired a single employee. They taught us how to build enterprise-grade software, gave us access to security experts a company at our stage could never have afforded, and introduced us to partners we still work with today to get through bank compliance faster.

Will Christodoulou
CTO & COO, Cyder

Thank you to our partners, mentors, and founders.

With support from RBC, the Government of Ontario, the Canadian Cyber Threat Exchange, and the Brampton Innovation District.

cybersecurecatalyst.ca

Toronto Metropolitan University

ROGERS cybersecure catalyst

With support from RBC

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Ontario

CCTX

BRAMPTON innovation DISTRICT