

VALUE-ADDED RESELLERS (VARs) AND PARTS SUPPLIERS



This subsector is characterized by inputs from outside Canada and then re-sold, often in upgraded format, to local, national, or international markets. The firms are mostly Canadian. This subsector is smallest in revenues and employment.

EXPORT RATIO

The export ratio is estimated at 50%.

PRODUCTIVITY

The productivity of this subsector is estimated at \$297,000 per employee based on revenues of \$24.3 million and 82 workers.

EMPLOYMENT

Labour costs represent 20-25% of revenues with professional workers staffing 25% of the positions, 20% technical, and 55% in "other".

LOCAL/REGIONAL SPENDING

EBITDA is estimated at 20% and 55% is input purchases.

2018

2015

Change
since 2015

REVENUES

\$24.3 MILLION

\$29.7 MILLION

-18%

REVENUE/EMPLOYEE

\$296,900

\$337,216

-12%

OF EMPLOYEES

82

88

-7%

OF FIRMS

8

9

-12%

EXPORT RATIO

50%