

TOP TIPS

From BC Tech's C-Councils

391 participants from 297 BC Tech member companies participate across 11 C-Councils who meet 4 to 6 times a year. These impactful forums enable members to share insights and best practices, tackle challenges and learn from experts. All with one goal in mind: accelerating member success. Participation in C-Councils is limited to BC Tech members but the wisdom gained from the forums amounts to great advice for any tech company, large or small.

AI
C-Council

\$ CFO
C-Council

CMO
C-Council

HealthTech
C-Council

In-House Counsel
C-Council

Indigenous Led Tech
C-Council

SaaS CTO
C-Council

Scaleup CEO
C-Council

Startup CEO
C-Council

Sustainability
C-Council

Talent
C-Council

CPAs, CPHRs, Lawyers and other professions are invited to include C-Council participation towards their CPD requirements in British Columbia.

CAPTIAL

- At our **CFO x Scaleup CEO C-Council** meeting, leaders stressed: raise before you need to. Defensive capital strategies work best when you're not already in crisis mode.
- At our **Indigenous-Led Tech Council** meeting, we heard that mentorship must walk alongside the capital. Investment without guidance risks stalling progress before it begins.
- At our **Startup CEO C-Council** meeting, members shared that grants are valuable—but come with strings. Chasing funding that doesn't align with your core business can cost more than it gives.

CUSTOMERS

- At our **CMO C-Council** meeting, members were reminded that IP rights aren't just legal technicalities—they're business essentials. Lock down your contracts early to avoid growth roadblocks.
- At our **SaaS CTO C-Council** meeting, we learned that outsourcing only works when partners feel like part of the team. Clear scopes and strong relationships make the difference.
- At the **AI x In-House Counsel C-Council** meeting, the risk of AI hallucinations sparked debate. Fact-checking AI-generated outputs is now a customer trust issue—not just an internal concern.

TALENT

- At our **Talent C-Council** meeting, immigration uncertainty is reshaping how companies support global teams. Flexible work models and safety-first policies are gaining traction.
- At our **Sustainability x HealthTech C-Council** meeting, we heard that AI doesn't replace people—it elevates them. Teams are reaching higher-value work faster by automating routine tasks.
- At our **CFO C-Council** meeting, we heard that uncertainty isn't the problem—indecision is. Building plans around worst-case scenarios lets teams act with confidence, not hesitation.

Here's what C Council members have to say about the value of BC Tech's C-Councils:

"It's so valuable to hear how others are navigating similar challenges—we don't get that kind of candor anywhere else."

Talent C-Council participant

"We just don't get this kind of cross-functional perspective inside our company."

SaaS CTO C-Council participant

"This is one of the few rooms where you can be real about what's working—and what isn't."

CFO x Scaleup CEO C-Council participant

"I'm going to go back to my team and change our approach after hearing this."

CMO C-Council member