

## **ROAD 2 WEB SUMMIT | SCALEUP ACADEMY WEBINAR SERIES**

### **Fireside Chat with Randy Garg | April 23, 2026 @ 11am to Noon**

Join us for an exclusive conversation with Randy Garg, BC Innovators Hall of Fame inductee and seasoned tech leader. Hear his career insights, lessons learned, and vision for the future of entrepreneurship.

#### **Speakers:**

- Jill Tipping, BC Tech
- Randy Garg, Vistara Growth

#### **RUN OF SHOW:**

10:50AM	Speakers arrive 10 minutes early for final testing	10 min
11:00AM	Session opens	2 min
11:02AM	Opening remarks – BC Tech, Jill Tipping	4 min
11:06AM	Speaker Introduction – BC Tech, Jill Tipping	1 min
11:07AM	Speaker Discussion – Jill Tipping & Randy Garg	40 min
11:47AM	Audience Q&A – Jill Tipping & Randy Garg	10 min
11:57AM	Closing Remarks – BC Tech, Jill Tipping	3 min
12:00PM	Event end	Time



## **AUDIENCE POLLS - During welcome remarks:**

Poll 1 - How does your current use of AI compare to where you think it should be?

- We are ahead of where we need to be
- We are about where we should be
- We need to be doing more
- We need to be doing much more
- Still figuring out what “right” looks like

Poll 2 - Where do you feel the biggest capital gap as your company scales?

- Early-stage funding to get started
- Scaling beyond initial traction
- Accessing growth-stage capital in Canada
- Needing U.S. capital to scale
- There isn't a meaningful gap

## QUESTIONS MODERATED BY JILL:

1. For those joining us today who may not know the full arc of your journey, perhaps in your own words, could you share a bit about your path?
2. We would love to hear your thoughts on the state of BC's tech sector today - and your thoughts on how it has evolved and matured during your career.
3. When you look across the companies that you have worked with, what patterns stand out? What distinguishes the founders who scale successfully from those who don't?
4. Many of your portfolio companies are now scaling across borders. What do the best teams do to prepare for global expansion — and what are the most common mistakes you see companies make when entering new markets? More importantly, how can founders avoid those pitfalls?
5. As companies move from early traction into true scale, what positive shifts in leadership mindset or behaviour make the biggest difference? What habits really set founders up for long-term success?
6. From what you see in your work with high-growth companies, what gaps in BC's ecosystem still hold companies back from scaling globally?
7. What areas of strength or emerging opportunity do you believe we're uniquely positioned to scale in a meaningful way? What emerging technologies or business models do you believe BC companies are uniquely positioned to lead globally?



## AUDIENCE Q&A - JILL

8. Now the final question - for startups on the line, who are just starting out but have big ambitions, what key takeaways would you share with them?