

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 at the companies you do invest in, what patterns do you see in successful organizations? What distinguishes companies you invest in and what you pass on?
4. What are you excited about in terms of tech trends? What buzz is real and what is frothy?
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. In this new world - where do you think the opportunities lie so we can win here in BC? What gaps in BC's ecosystem still hold companies back from scaling globally and what is being done elsewhere that we could learn from?

[LINK TO AI 5 LAYER CAKE: <https://blogs.nvidia.com/blog/ai-5-layer-cake/>]

7. As an investor, I would love to hear you share your hypothesis around software investments in this new world. How are you thinking about investing in companies today as AI plays a bigger role in all aspects of business?

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?