

Every year the [Ottawa Business Journal](#) (OBJ) recognizes ten local companies for their substantial, sustainable, and profitable growth. We're proud to announce that Giatic has been recognized by OBJ as one of Ottawa's Fastest Growing Companies in 2018.

In the last three years, Giatic has seen a 456.52% growth in revenue, but our successes go far beyond our financial evolution. We're happy to say that we are breaking ground in the world of construction technology and have expanded our business with customers and distributors in over 70 countries world-wide.

In order to meet the demands of our growing customer base and company development, we have more than doubled our team and office space in the last three years. With sustainability and innovation as two of our main drivers for growth, being recognized for our efforts in these disciplines brings a great sense of pride and accomplishment to our team.

Read the full feature in the Ottawa Business Journal here: [Ottawa Business Journal](#)

## Giatic bringing Internet of Things to 'old-school' concrete industry

An Ottawa tech firm has shaken the foundations of the concrete and construction industries, bringing an age-old sector into the modern era with the latest developments in the Internet of Things.

Giatic Scientific develops wireless sensors for concrete testing. The company was founded in Ottawa in 2010 by Aali Alizadeh and Pouria Ghods, both of whom hold PhDs from Ottawa universities as well as being recipients of the *OBJ* and Ottawa Chamber of Commerce's Forty Under 40 awards.

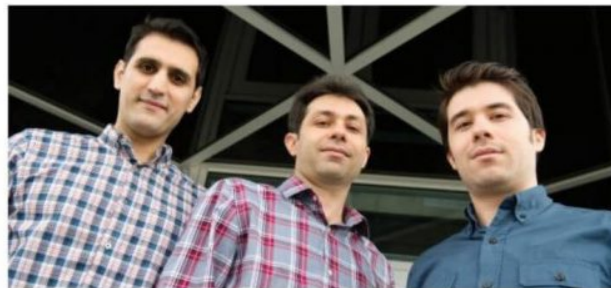
The founders sought to bring the advanced sciences of their academic backgrounds to the concrete industry. Back then, they started by offering high-end concrete quality tests in a lab setting, but they soon realized they'd have to bring their devices straight to the source.

"If we're going to have a bigger impact in the construction industry, we need to touch more of the construction part," says Ghods.

Around 2014 Giatic began embedding its sensors into concrete as it was being poured. With a device inside structures such as bridges and buildings themselves, contractors and other stakeholders could check the concrete's stress levels, temperature, humidity and more in real time through a mobile app.

"That was kind of game-changing for us," Ghods says.

The firm hasn't looked back. In the past three years, Giatic has seen revenue growth of more



Mustafa Salehi, Pouria Ghods and Amir Reza Ghods. PHOTO BY MARK HOLLERON

than 450 per cent. The headcount at its Nepean headquarters stands around 30, though that's expected to reach up to 50 by the end of the year.

Giatic has seen a few minor investments over its lifetime, but Ghods says the firm has no major external investor. Instead, it has taken advantage of a series of federal and provincial government grants to fund the R&D and commercialization of its tech-intensive product portfolio.

But that focus on innovation has forced Giatic to overcome barriers. Ghods says that when the firm first started working with sensors, it faced pushback from "old-school" concrete veterans.

Today, that's changing. A new generation accustomed to tablets and smartphones is demanding to work in industries that embrace these technologies.

Ghods says it's gotten to the point where contractors hoping to attract younger talent are seeking to work with Giatic because of its high-tech reputation.

The demographic shift in the construction business gives Ghods confidence that the industry will accelerate its adoption of new technology. He says he and Alizadeh would feel proud to have played a part in building the new school of construction.



YEAR FOUNDED: 2010

LOCAL HEADCOUNT: 30

PRODUCT OR SERVICE:  
Wireless sensors for  
concrete testing

THREE-YEAR REVENUE  
GROWTH: 456.52%

"It's our passion to see, in our lifetime, that we had significant impact in the industry."

Still, the industry is just a starting point for Ghods, who says there are also applications for Giatic's sensors in the development of smart cities. The next generations of the company's embedded technology will feature a better battery that could match the lifespan of a structure itself.

That opens up a world of possibilities for city planners and officials. For example, Giatic's sensors could project which bridges in a city are due for replacement or maintenance in the next five years. Not only does that allow planners to put better safety precautions in place, but staff can craft budgets that better anticipate needs rather than finding infrastructure funds at the last minute.

"That's our vision," Ghods says.

— Craig Lord

We would like to thank our incredible team, customers, partners, and supporters for their help in achieving this goal—we definitely couldn't have done it without you.

## **Other Awards Won by Giatec**

[Aali Alizadeh, CEO, Giatec Scientific 2017 Forty Under 40 Recipient](#)

[Giatec President, Co-Founder Pouria Ghods Receives 2018 Forty Under 40](#)

[Giatec co-founder, Pouria Ghods is named one of Ottawa's 100 Rising Stars by Invest Ottawa](#)