



Brazilian-based Daitan, a leader in software development for the tech industry, launched its new office in Greater Victoria in 2018. With a client list that includes Symphony, vmware, British Telecom, Bandwidth and Genysis, this fast-growing company is offering its US West Coast clients services that leverage the deep pool of local tech talent.

Operations

Daitan Canada develops software products for the technology industry, also offering maintenance, quality assurance and testing services to its clients.

Year founded 2004; Victoria office: 2018

Primary Market US, UK, Brazil and Canada

Employees 10 full-time in Victoria

Q&A

Mario Zimmer | Country Manager, Canada

www.daitan.com

Why did you open up a branch in Victoria?

We chose Victoria because it replicates what we have in Brazil, where our office is in a city called Campinas. It is smaller than Sao Paulo but close so that we can go there easily and our clients have the comfort of having us close. And in Campinas we have a good quality of living.

What value does Daitan place on their employees' quality of life?

In Victoria, I can walk from my house to the office in ten minutes. I can have lunch with my wife and son, when he's not in school. And at the end of the day it's still daylight and I can play with my family. Living here makes it easier so I can spend more time with them. It's one of our core company values.

“ We are receiving resumes from all over Canada and different parts of the world. It's very nice to see that people want to come here. ”

Mario Zimmer

How was the process of immigration for the startup team you brought over to Canada?

Canada is doing a great job with that. As we came here with the intention to stay and grow and bring revenue to the city, they could see that and our path was not hard. We hired an immigration consultant and some lawyers to help us set up. But once you figure it out all the business processes are very smooth. Two weeks after we applied we have the visas granted and everything was set. It was actually easier than we were expecting.

What are the benefits of serving your clients from Victoria?

We are giving our clients options they didn't have before, when we were coming from Brazil. The geographic location is great. It's only a two-hour flight to see a client in California so we can do simple stuff, like meetings and presentations, that are usually not possible in one day from Brazil. Another thing is we are working the same time zone as our clients in Silicon Valley. And even for our clients on the East Coast, when they need to schedule overnight technical support, it works from here because all we have to do is extend our day by a few hours.

How would you characterize Victoria's tech scene?

We have a vibrant tech culture here that adds billions of dollars to the economy. When we were looking at coming here, I was surprised about the number of developers they graduate here, the number of developers and tech companies and all the startups. And VIATEC is a great organization with 30 years in the market that can give us lots of great information. So it is fulfilling our expectations.

What are your plans for growth?

Our plans are to get bigger, maybe have 30 to 40 people here within the year. And for the next year, we plan to have 100. As soon as we start hiring people here and let our clients know we are in Canada, we can organically grow the team here.

