

Billennium's Canadian Expansion: A Growth Story Three Years In

About Billennium

Founded in 2003, Billennium is a global technology company pushing the boundaries of AI and IT services. With more than two decades of innovation and growth, Billennium has expanded into multiple markets around the world. In 2021, the company opened its first Canadian office.

We recently spoke with Peter Chmielowski, General Manager of Billennium Canada, about the company's journey and success since launching in Canada.

Why Canada?



Looking back, Canada made strategic sense for several reasons:

- A strong local client base
- Existing global clients already operating in Canada
- Access to a large, skilled employment pool
- A stable and growing economy
- Proximity to the U.S. market

Peter Chmielowski, General Manager



Billennium at the 2023 Collision Conference

Well-Prepared for the Canadian Market

Thanks to careful planning and the right advisors, including the team at Aird & Berlis, Billennium's transition into the Canadian market went smoothly.



"We did a lot of research and surrounded ourselves with the right support teams, so there weren't too many surprises."

Milestones and Growth



Since opening its doors, Billennium Canada has:

- Grown to more than 90 employees and contractors
- Established a strong management team to support long-term growth
- Secured new clients and expanded services
- Maintained clean operations
- Surpassed \$15 million in annual revenue, with projections to hit \$30 million next year



Billennium team building event

Advice for New Market Entrants

Peter's advice for international companies looking to expand into Canada:

- 1 Do your due diligence
- 2 Find the right legal and accounting support
- 3 Choose a strong local leader – *“Every international expansion comes with challenges. You need someone with the right mindset to push through.”*



Billennium's growth in Canada is a testament to smart planning, strong partnerships and bold leadership. Aird & Berlis is proud to have supported them on this journey and looks forward to what comes next.

Contact



Fiona Brown

Partner

T 416.865.3078

fbrown@airdberlis.com

Fiona has extensive experience advising international businesses entering the Canadian market. To date, she has advised more than 100 companies expanding into Canada. Fiona advises clients in this space all day, every day. She has been practising for more than a decade and is a regular speaker and writer on market expansion matters. Fiona is proud to have been recognized by *The Best Lawyers in Canada*, *The Canadian Legal Lexpert Directory* and *Benchmark Canada*.

A proactive and comprehensive approach is required to succeed in a new market. Fiona manages teams of other lawyers and patent agents to provide her clients with a full range of legal services to help their businesses grow. She acts as project manager to ensure her clients receive seamless legal services in all relevant areas.

Fiona takes great care to understand her clients' businesses and deliver advice that is tailored to meeting their specific needs. Her responsiveness, dedication to clear communication and hands-on approach show that she is personally invested in the success of her clients.

Fiona is pleased to offer a multitude of resources answering often-asked questions about expanding into Canada, including [this video](#) and [this one-page guide](#), all of which can be found on the [Market Expansion Resources Dashboard](#).

Have more questions about expanding into Canada? Please [click here](#) or scan the following QR code to access Aird & Berlis LLP's Market Expansion Dashboard, your one-stop-shop for market expansion resources:

