

discrete section of the assessment. This is the base against which the interests and capabilities of Canada's suppliers must be evaluated.

Other elements are more semantic than material.

As you will see, the framework leads naturally from assessment, through future options to the possible choice of an option for change. To be completed effectively and efficiently the majority of the data collection must be done in the assessment phase. In addition, while we as consultants can recommend and justify a strategy, only you can make the final choice and for this you need a full understanding of the options. Our work program reflects these two important elements of our approach.

#### A. THE ASSESSMENT

The assessment has four steps leading to a conclusion on the adequacy of current performance, opportunities for improvement and the capabilities which exist to exploit them. The first phase deals with an analysis of historical performance.

##### 1. An Analysis of Canada's Historical Performance

We already know Canada's share of product purchases and that it falls significantly below our share of funding. However, in order to provide the proper perspective for complete analysis, we will start by gaining a complete understanding of the ADB's product purchasing of the last five years. This will require an analysis of approximately 250 loan files. To do so we will: