

KEY FACTORS FOR THE SUCCESS OF CANADIAN SUPPLIERS AND SUBCONTRACTORS IN THE FRENCH AERONAUTICS INDUSTRY

- In the context of new programs:
 - add specific values (comparative advantages)
 - technical (processes, materials, technologies)
 - industrial (finished product)
 - economic
 - qualifications as a supplier (certified capability in aeronautics)
 - willingness to act even before programs are implemented
- In the context of industrial off-set benefits:
 - technical level and quality assurance required (and acceptable price level)
 - sufficient financial strength to participate in risk sharing
 - positive image among Canadian purchasers and customers
 - recommendation by a prime contractor in Canada
 - willingness to act even before programs are implemented