

(record #: 681)

SECTOR: Information Technologies
AREA: United States
DATE: Aug 1993
ACTIVITY: Technology partnering in the U.S. Government marketplace;
seminar
LOCATION: Montreal, Ottawa, Moncton
CONTACT: D Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Information technology
SCOPE: This briefing will be mandatory for all companies selected to participate in the Department's "Technology Partnership Program". The program matches Canadian informatics firms with systems integrators in the Washington, DC area to explore business opportunities.
PARTICIPANTS: One hundred Canadian companies across Canada

(record #: 687)

SECTOR: Information Technologies
AREA: United States
DATE: Aug 1993
ACTIVITY: Micro computer; national stand: FedMicro
LOCATION: Washington D.C.
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Microcomputer hardware, software, networking
SCOPE: Over 50,000 federal government buyers and end users, U.S. systems integrators
PARTICIPANTS: Ten Canadian exhibitors

(record #: 688)

SECTOR: Information Technologies
AREA: United States
DATE: Sep 1993
ACTIVITY: Technology marketing strategies for Governments; seminar
LOCATION: Montreal, Ottawa, Moncton, Calgary, Winnipeg, Toronto
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Information technology
SCOPE: Washington-based consultant will offer an overview of channels and strategies for marketing information technology to the U.S. federal government.
PARTICIPANTS: One hundred Canadian companies