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Canadian International Development Agency

The Canadian International Development Agency (CIDA) administers most of Canada's international development assistance programs in 140 developing countries. A significant part of these programs is implemented by the private sector through consultants, contractors and suppliers.

CIDA has developed a new contracting process which improves access to its service contracts for Canadian suppliers. Eligibility criteria have not changed: companies must be Canadian-owned (at least 51 percent) and based in Canada; and individuals must be Canadian citizens or have permanent resident status.

The standard approach is to invite suppliers, through the **Open Bidding Service (OBS)**, to pre-qualify for contracts. For information on how to subscribe to the OBS, call: **1-800-361-4637** from anywhere in Canada, or **(613) 737-3374** in the National Capital Region. To answer any inquiries on the new contracting process, call CIDA's **External Business Relations** at **(819) 997-7778**.

Industrial Co-operation Program

CIDA's Industrial Co-operation (INC) Program provides financial incentives to Canadian companies interested in entering into long-term business partnerships in developing countries. To qualify for the program, a project proposal must include social, economic and industrial benefits for both the developing country and Canada. That is, a requirement exists to show how the host country would benefit from the project, in such areas as new technology, job opportunities, business expansion and savings in foreign exchange, and how Canada would benefit by supplying, for example, equipment, components and services.

Eligible organizations must also demonstrate that they have the human, technical and financial resources as well as the skills and experience needed to carry out the project.

Investment

Investment-oriented programs assist eligible Canadian companies, particularly manufacturers, to conduct studies on the viability of long-term co-operation agreements with businesses in developing countries. They may also pay certain costs incurred when a joint venture is established.

Professional Services

Services-oriented programs help eligible organizations (e.g. consulting firms, financial institutions and business associations) to conduct studies and provide professional guidance and advice to potential clients in developing countries.

To apply to CIDA-INC, companies should contact the program manager responsible for the country of interest to discuss funding opportunities. A list of countries eligible for CIDA-INC assistance is available from the Agency.