

An Interview with Kathryn McCallion CONTINUED FROM PAGE 1

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of trade and investment. The team includes the provinces, international business development partners, and the federal government. "Team Canada Inc" takes that concept further.

The intent is to eliminate overlap and provide seamless services to the Canadian exporting community. We will slowly build the network to include all federal departments and agencies offering international business development services to the private sector. We would then include the provinces and municipalities.

Q What role will DFAIT play within this new entity?

A In forming the partnership, we had to establish who does what, while ensuring that we are not duplicating each other's roles. Our traditional expertise, our greatest value-added is abroad, or what we are calling "border-out". DFAIT's primary function is to help committed and capable companies obtain results in foreign markets. This is the job we should be doing. It is what we are best at!

Q What impact will Team Canada Inc have on the Trade Commissioner Service (TCS)?

A The Minister has already promised that we would put more Trade Commissioners abroad. At the moment, less than 50 percent of

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our Canadian Trade Commissioners are in the field. We believe that over the next 10 years, we should aim to have 70 percent of them abroad. This is an expensive proposition, so we are

taking it one step at a time. Where will we find the resources? This is never an easy question. Last year we took positions from the T-group at home and put them abroad. Some new resources will be needed. We are also reallocating resources from less prominent markets

to other markets.

The Performance Measurement Initiative (PMI) will provide valuable input by helping Trade Commissioners to focus on what they do best, which is assisting export-ready firms in foreign markets.

Q What impact will Team Canada Inc have on the private sector?

A Team Canada Inc has already been recognized by the business community, particularly by The Alliance of Canadian Manufacturers and Exporters. Several groups I've talked to say they can already see that government departments are working more closely together, that we are committed to putting in place one-stop shopping, and that we are trying to eliminate overlap, confusion, and similar products for similar activities. The private sector will benefit by having more streamlined services, more directed services and one-stop shopping.