

Requirements from the Canadian Firm

[Which of the following might the prospect require from a Canadian firm?]

- product or service
- managerial expertise
- technology, process or intellectual property
- capital
- reputation
- sales force and marketing expertise
- distribution channels
- contacts and partnerships
- other

Feasibility of Entry Options

- Are there any restrictions that apply to the sector or form of partnering being contemplated?
- What are the rules?
 - foreign ownership
 - repatriation of profits
 - royalty remittances
 - ownership of intellectual property
- What rules govern the operation of the selected option?
- What are the tax implications of the chosen entry option?
- What corporate vehicle is appropriate?