

come to Silicon Valley to negotiate OEM and distribution agreements with the major vendors. Of particular interest are firms with subcomponents for PC systems.

Major high tech firms in Silicon Valley

<u>FIRM</u>	<u>REVENUES</u>
APPLE	\$ 6.4 B
HP	\$14.9 B
TANDEM	\$ 1.9 B
SUN	\$ 3.5 B
NATIONAL SEMI	\$ 1.7 B
AMD	\$ 1.2 B
INTEL	\$ 5.0 B
IBM/ADSTAR	\$ 5.0 B

Software Distribution - Silicon Valley is the home of several major software distribution firms. A sample of these firms is listed below. Also, many Canadian software producers have forged joint marketing alliances with the major hardware vendors. The Post would be happy to assist in setting up such alliances, if the firm has a clear business plan, and sufficient finances. In addition, the San Jose Trade Office has written a guide on US Software Distribution that is available free of charge.

Major Software Distribution Firms - Businessland, Computerland, 800 Software, Software Establishing Corporation, Egghead Software.

Venture Capital - Silicon Valley is the source of about 30% of all high tech venture capital invested in the United States. The 25 largest VC firms in the area have US \$6 billion currently under management, with individual portfolios ranging from \$60-600 million. While VC firms generally prefer to invest within their own geographic area, they may be interested in Canadian opportunities if the deal is really attractive, and there is a Canadian co-investor. Key ingredients are the quality of the technology and entrepreneurial management with experience in the sector. A list of VCs and their industries of investment focus is available from the trade office in San Jose.

Post Resources - The Post has a database of over 6,000 contacts in Silicon Valley. This data can be sorted to your specifications, (i.e. VARs, dealers, universities, venture capitalists, etc.)

In addition we have CorpTech, a database of U.S. high tech companies; and Computer Select, a CD-ROM database of the computer industry, its products and technologies.

Post Activities - Upcoming Post Programs - HITEC, Monthly Investment Fora/High Tech/ Biotech, Software Publishers' Association Annual Conference - March '94,