

SERVICES

- ▶ **Contributing 2/3 to annual GDP**
- ▶ **Exports of \$56 billion**
- ▶ **3/4 of total jobs in Canada**

Knowledge-intensive services represent one of the fastest-growing components of world trade. As governments around the world continue to reduce their activities as owner/operator of infrastructures, opportunities are emerging for companies offering both capital projects and social infrastructure expertise. Indeed, some 950 privately-financed infrastructure projects, totaling some US\$700 billion, are estimated to be in the planning stages around the world. The global market for capital and construction projects already exceeds US\$150 billion annually, offering enormous export opportunities for Canadian consulting engineers, architects, planners, developers, construction firms and equipment suppliers. The demand for soft infrastructure services is expected to grow rapidly as countries increase their focus on improving their economic and social conditions and on attracting capital project investors.



In virtually every service industry, Canada has successful exporters, ranging from large multinational firms to sole practitioners. To actively pursue global opportunities, Canadian firms must become export-ready, identify prime markets, position themselves for world opportunities and assemble the necessary financing. In many cases, Canadian firms competing for international projects are hampered by sector fragmentation that impedes the formation of the kind of consortia and partnerships necessary for the execution of large scale projects.

*The Richmond, B.C.- based **Fincentric Corporation** is a leading global provider of web-enabled financial services that has enjoyed immense growth. Fincentric's solutions are now used by more than 300 financial institutions globally. "Global finance is a reality and we believe we have the most experience when it comes to developing multi-currency and multi-language platforms for use by the most sophisticated financial firms," says President and Chief Executive Officer Mike Cardiff. Recently, Fincentric entered into a strategic alliance with PricewaterhouseCoopers in Asia. Fincentric has also developed significant relationships with other corporate giants including Microsoft, Compaq Computer Corporation and Japan's Nomura Research Institute.*