

## **New-to-Exporting Companies**

This element of PEMD recognizes that a significant number of Canadian companies have no export experience and lack a consistent capability to export or even develop an international marketing strategy. A maximum contribution of \$7 500 is available to such companies for either a market identification visit or participation at an international trade fair.

## **Capital Projects Bidding**

This element is designed to assist Canadian engineering, construction, architecture and management consulting firms in preparing a proposal, against international competition, for major capital projects outside Canada. The bid value to the applicant must be greater than \$1 million and the PEMD contribution is a minimum of \$5 000 and a maximum of \$50 000. Preference is given to companies with annual sales greater than \$250 000 and less than \$10 million, and/or with less than 100 employees for a firm in the manufacturing sector and less than 50 in the service industry.

## **Special Activities**

The Special Activities element provides assistance to national or major non-sales sectoral industry or trade associations.

## **Eligibility**

To be an eligible applicant, a firm must:

- be incorporated (federally or provincially) and currently established and operating in Canada;
- be registered in WIN Exports or the Business Opportunities Sourcing System (BOSS); and
- have a demonstrated capacity to undertake the project under review.

Applications for PEMD assistance for MDS and New-to-Exporting Companies are to be submitted to your local International Trade Centre. Forward applications for Capital Projects Bidding and Special Activities to:

### **Export and Investment Programs Division (TPE)**

Department of Foreign Affairs and International Trade

125 Sussex Drive

Ottawa, Ontario K1A 0G2

Fax: (613) 995-5773