

Aboriginal Women Learn about Exporting

A growing number of Aboriginal women are starting businesses and establishing networks to maximize their chances of success in Canada before tackling attractive export markets.

Recent conferences have enabled dozens of Aboriginal women to learn the basic concepts of good business management and to establish good contacts with federal representatives of such agencies as the Department of Foreign Affairs and International Trade (DFAIT).

During a national conference for Aboriginal businesswomen held in Ottawa in October, as well as a workshop on international business opportunities for Aboriginal women

consultants in early November, also in Ottawa, participants listened with interest as Joanna Townsend, Director of DFAIT's Export Services - Small and Medium-sized Entreprises Division, explained the vast potential of export markets and the support available from the federal government.

Ms. Townsend advised Aboriginal businesswomen interested in exploring export opportunities for their products and services first to contact the Canada Business Service Centre

in their province or the national secretariat in Ottawa at 1-800-567-2345 (Internet address: <http://cbcs.org>). They can then contact the International Trade Centre in their province. Finally, they can reach Team Canada Inc at 1-888-811-1119.

Ms. Townsend also recommended the *ExportSource* Web site (<http://exportsource.gc.ca>), which guides visitors through all the resources available to help make export projects a success.

B.C. Company Wins Contract to Supply Software to Australia

INETCO Systems Limited of greater Vancouver, B.C., has been awarded a \$3-million contract to supply communications software to Siemens Ltd. for the creation of a national funds transfer network for Telstra Corporation Limited in Australia. The Argent network will support high-volume, short-duration financial transactions.

"This network will provide a seamless migration for customers of Telstra's existing Transend and DTS platforms," says David Soul, INETCO's president. "It will also provide Telstra with a platform that will allow it to provide enhanced service offerings."

INETCO, which has been providing communications software for transaction processing since 1984, is a

primary provider of network access software products for transaction applications within the North American financial industry.

"The contract demonstrates INETCO's ability to compete in the global communications software market," says David Pakrul, president of Bank of Montréal Capital Corporation, which provided the company with venture financing in 1995 to assist it in further developing its communications and transaction network software.

For more information, contact INETCO Systems Limited, tel.: (604) 451-1567, e-mail: info@inetco.com, Internet: <http://www.inetco.com>

IFInet: Getting Your Share of the IFI Market

Available on the Department's Web site (<http://www.dfait-maeci.gc.ca/ifinet>), IFInet helps increase your chances of success in pursuing international financial institution (IFI) business opportunities. You will find information on projects financed by IFIs, work undertaken by Canadian consultants with IFIs, and a list of Canadian International Development Agency (CIDA) projects. Business guides for exporters are also available. Don't miss the "International Capital Projects" section.