

CONDITIONS OF ACCESS

In addition to the U.S. federal programs of "Buy America" and "Set Asides" for small business and economically disadvantaged firms, individual states have programs which restrict Canadian access to contracts via limiting a portion of state procurement to companies located within the state. These limitations are viewed as being relatively minor as regards high technology products and/or joint activities concerning research and development projects/ventures.

TECHNOLOGICAL OPPORTUNITIES FOR CANADIANS

Opportunities exist for Canadian firms and research organizations with the companies identified in the prior section on Technology Strengths. Product sectors/technologies include medical devices, computers, peripheral equipment, software, semi-conductors testing equipment, process control devices, telecommunication systems, printed circuit boards, robotics, and electronic/mechanical components. Opportunities are not limited only to large companies as Minnesota is home to more than 2,100 high-tech companies, many of which are small, entrepreneurial, niche market, high-growth firms.

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