

- b. The matrix must indicate needs for new technologies;
- c. The ITAs must specify in which firms the specific needs exist and what innovations are involved;
- d. The foreign sources are identified using the data base and also that for Patents, which must be linked to CISTI.

It is the ITAs - or equivalents - who must do the in-depth research work on a sector in a country over a given time period, unless (and this will apply in most cases in which individual needs of the firms are identified) the firm in question itself has the expert required for doing this research abroad.

In this context of liaison with industry, the function of our posts abroad will be to:

- a. Make a workplace available to the experts designated by the Canadian network.

Our contacts in NRC considered it very important to provide a properly equipped office (with computer and secretarial staff), the understanding being that the organization (NRC or the firm) will cover the salary and living costs for these experts.

- b. Provide financial incentives for the travel required by using CSF funds.

Since this participation requires that CSF funds be made available to the private sector, and we can expect that the demand will grow very quickly, that budget must be increased substantially.

- c. Open doors and provide necessary contacts in the country being explored.

Some contacts with institutions (research directors of institutes or state corporations) are more readily made if the person doing the introduction has diplomatic status (S&T or Trade counsellor). That is in fact the normal work of diplomatic officers, broadened to include this area in a more frequent and continuing manner. Thus it is important to have greater knowledge of the S&T environment in the "source country", and also of high-technology firms in that country. That need must be met by recruiting officers (locally for the most part) with engineer-level ability, along with local support personnel.