

TIP not only facilitates Canadian acquisition of foreign technology, it also helps to establish ongoing relationships with foreign firms that will result in access to new markets and foreign investment.

Such relationships can involve various forms of industrial and technological cooperation, including technology transfers, licensing agreements, joint ventures as well as strategic alliances.

TIP helps companies to acquire technology in two ways. First, it offers information and advice on foreign sources and forms of technology through its specialized advisory services. Second, it provides modest financial support to Canadian companies for certain eligible activities related to the acquisition of this foreign technology.

T IP Advisory Services

These services are provided by specially trained Technology Development Officers (TDOs) stationed in more than 30 of Canada's diplomatic posts abroad. The role of the TDOs is to:

- *identify and locate sources of technology in response to specific requests for information from Canadian companies;*
- *provide advice on the formation of partnerships, including referrals to legal advisors, financial experts, foreign government regulators, and research establishments; and*