

to New York State to sell or purchase products, to provide after-sales service during the term of a warranty or service agreement entered into at the time of the sale, or to assist in research and design activities, he/she could apply for admission at any U.S. port of entry. No formal petition is required, and no payment of a filing or processing fee is necessary. However, the Canadian traveller would be required to provide proof of the type of business activity being pursued in the U.S., which could be satisfied by presenting a business card and, if appropriate, a copy of the after-sales contract specifying that such service is part of the original sale. Although the Canadian business visitor to the U.S. is not required to have a passport, evidence of Canadian citizenship may be required.

3) Suggestions for Tapping into U.S. Government Procurement Opportunities

Another area of possible interest to the Canadian software firm is selling products and applications to U.S. government agencies and departments. Chapter 13 of the Free Trade Agreement expands the market opportunities for suppliers of goods and services in Canada and the United States. In particular, the trade accord lowers the threshold from U.S.\$171,000 for purchases of covered goods to U.S.\$25,000. All U.S. government purchases above this new threshold are now open to competition from Canadian suppliers unless the purchases are reserved for small business, minority-owned businesses, or excluded for reasons of national security. **From the perspective of Canada, Chapter 13 of the FTA opens up eleven out of thirteen U.S. government departments to Canadian competition.** The only exceptions are the Departments of Energy and Transportation. In all, a total of 40 governmental agencies and commissions, as well as NASA and the General Services Administration (i.e., the common government purchasing agency) are included. Purchases from the U.S. Department of Defense are covered within certain defined product categories such as vehicles, engines, industrial equipment and components, **computer software and equipment**, and commercial supplies; and in some instances, the Buy American Act permits limited preferences to U.S. companies. Except for these few exclusions, therefore, Chapter 13 plus the concept of "national treatment" in the FTA mean that a Canadian software firm has the same rights and privileges to bid on U.S. government purchases as are possessed by a U.S. competitor.

The opportunities available to Canadian software firms that wish to bid on U.S. government procurement contracts would appear to be very significant. For example, **the Federal Government Procurement and Market Access Unit**