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GUIDES TO PURSUING IFI PROCUREMENT OPPORTUNITIES

The Minister for International Trade, James Kelleher has announced the publication of two booklets that will be of great interest to Canadian companies. Entitled, DEVELOPING EXPORT MARKETS -- THE I.F.I. APPROACH, one is subtitled, EQUIPMENT AND CIVIL WORKS and the other, CONSULTING SERVICES. The booklets describe in detail the \$20 billion annual market for equipment, civil works, and consulting services in developing countries and financed by the international financial institutions (IFIs) -- the World Bank, the Inter American Development Bank, the Asian Development Bank, the African Development Bank Group, and the Caribbean Development Bank, as well as the United Nations Development Program. Since Canada is a member of each of these IFIs, Canadian companies are eligible to bid on the numerous procurement opportunities available on IFI funded projects.

The booklets provide an overview of the various markets, the opportunities that exist, a description of how each IFI functions, and a step-by-step approach Canadian companies should follow to successfully penetrate the markets. Useful information on bidding procedures with details on how proposals are evaluated are also described. The guides contain lists of useful addresses, contacts and publications to keep interested exporters up-to-date on the latest procurement and tender opportunities.

The publications will make a valuable contribution to Canadian companies by providing them with practical guidance in pursuing an often neglected but highly lucrative export market.

Copies of both guides are available from Info Export Centre of The Department of External Affairs at toll free 1-800-267-8488.

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