

C. New Services in the Central Unit

When marketing goes beyond prototypes and develops a permanent clientele there arise problems of a different nature: the need for a trading firm, negotiations for joint R&D projects, joint venture agreements, etc., which require more general service but less particular attention. These problems will arise more in the home base in Ottawa, and they will be for the new division in charge of investment and transfers to deal with.

It has already been agreed to group the scientific and technology marketing divisions in Ottawa and to set up a division tasked with dealing with investment problems. Now we must specify the duties of each.

(a) S&T Division

The present division in charge of scientific exchanges is almost entirely taken up with science policy tasks. It takes part in the recruitment and training of S&T Counsellors. It is up to the geographic bureaux - and not the S&T Division - to manage the work of these counsellors abroad. For its part, the division is primarily interested in the international scientific activities of the government and its science-based departments: space, data transfer (TBDF), Communications, Economic Summit initiatives, the Commonwealth Science Council, ACTC, OECD, NATO, IIASA, Task Force on Biotechnology, Data Processing and other interdepartmental international activities, including the federal-provincial aspects. In short, this division deals mainly with multilateral activities.

This work must be continued, as it plays an essential part in the context of the new priorities given to technology transfer.

However, work related directly to private-sector industrial and trade development is done elsewhere. The link between the external network and the domestic industrial development networks must be located elsewhere.

(b) Technology Division

This division is responsible for marketing high-technology products of Canadian industry. Its work is growing rapidly, and it is this division in particular that provides the liaison with the corresponding offices in DRIE. It already has an extensive network of contacts with Canadian high-technology firms. It will remain responsible for communicating the demand from that sector to our posts.