

## hat Is TIP?

In today's fiercely competitive global economy, a company's growth and survival depend on its ability to keep up with the pace of technologica

to keep up with the pace of technological change. At the same time, the cost of developing the new technology needed to maintain competitiveness continues to rise.

Many companies, especially small and medium-sized enterprises, cannot afford to meet escalating R&D costs. Others lack the in-house expertise needed to undertake specialised or long-term research. They must look outside to supplement their own resources. Since Canada only produces two percent of the world's technology, it is often necessary to look for appropriate technology or knowhow in another country.

The Technology Inflow Program (TIP) is a program designed by External Affairs and International Trade Canada (EAITC) to facilitate the flow of foreign technology into Canada. It helps Canadian companies which cannot fund an extensive R&D effort of their own and are unfamiliar with foreign sources of technology.

TIP's activities are driven by the needs of Canadian industry. The program responds to specific requests by Canadian companies rather than trying to tell them what they need or how they should proceed.