

dealing with potential recipient countries, should encourage them to use the same approach with the KFAED as with other multilateral development institutions and have them apply for loans.

When a study is financed by the Fund, a short list of ten consulting firms from a variety of countries must be submitted by the recipient executing agency and approved by the Fund. Preference is given to local and Kuwaiti firms, as well as Kuwaiti firms in joint-venture with foreign consultants, as it is a bilateral aid fund similar to CIDA. Obviously, it would make sense for Canadian consultants new to this part of the world, to seek alliances or partnering with Kuwaiti firms. In the selection of a consultant, 80% of the appraisal points are allocated to technical expertise, and 20% to the financial proposal, with an additional 7% on top if the consultant is a Kuwaiti national. This measure would be a further advantage to Canadians in highly technical sectors.

The KFAED has a long term positive relationship with Canada. Canada's Executive Director at the African Development Bank also represents Kuwait. CIDA has occasionally co-financed projects with the Fund.