

---

# The Role of OLIFI Washington

## OLIFI Responsibilities

The Office of Liaison with International Financial Institutions (OLIFI) was formally established in 1985 as part of the Economic Relations Section of the Canadian Embassy in Washington, D.C.

OLIFI assists Canadian firms and private sector organizations in their pursuit of business opportunities in the developing world financed by the two Washington-based Multilateral Development Banks: the World Bank and the Inter-American Development Bank. Federal and provincial government departments, agencies and Crown Corporations, which are also seeking to work more closely with these institutions, constitute another important client group for OLIFI.

In representing Canada's commercial interests at the World Bank and the IDB, OLIFI performs a number of advisory, analytical and operational support functions by:

- (1) responding to thousands of IFI-related enquiries from Canadian clients on a case-by-case basis, thereby helping the Canadian private and public sectors better understand IFI organization, structure and procurement processes;
- (2) briefing individual clients on specific IFI opportunities, and counseling them on appropriate IFI marketing strategies;
- (3) helping to resolve IFI-related procurement disputes;
- (4) proactively tracking changes in IFI lending trends by sector, region or category of lending, and selectively tracking large priority projects being pursued by Canadians;
- (5) collecting and disseminating project, geographic, and sectoral information and intelligence from the IFIs;
- (6) producing information documents for key client groups, and distributing selective IFI documents that are not readily available directly from the Banks;