

mentioned in the foregoing (some 1,800), and ask that the organization suggest names of several enterprises which may be the most advanced in the specific technology the Canadian firm is seeking to acquire. The TDO then consults with each individual firm by means of telephone or personal meeting so as to single out the most suitable enterprise for his Canadian client.

(iii) Non Disclosure Agreement

On behalf of the client, the TDO obtains copies of patents or other proprietary information on the technology subject to the conclusion of Non-Disclosure Agreements or Secrecy Agreements. Once the Non-Disclosure Agreement is signed, the client shall not disclose the information to any third party for a considerable period, normally for ten or fifteen years. Sometimes, the Japanese firm (particularly SMEs) will provide detailed proprietary information on the technology without entering into a Non-Disclosure Agreement, trusting the TDO or the Canadian Embassy. This trust must be fully honored by the Canadian company.

(iv) Review of Proprietary Information

After reviewing proprietary information, and reaching its own decision that this is the specific technology needed by the firm, the firm may apply for financial assistance from the Manager of the Technology Inflow Program (TIP), Science and Technology Division, External Affairs and International Trade Canada, Ottawa.

(v) Visit to Japan

To receive proper assistance, the Canadian firm must notify the TDO of its desired travel schedule at least three to four weeks prior to his departure from Canada. The TDO usually prepares a comprehensive itinerary and will try to accompany his client during his visit to Japan (at least in Tokyo) to ensure his client's objectives are fully attained.