

The Office will ensure that Canadian companies are advised and assisted in their dealings with the two Washington-based development banks and that opportunities for Canadian co-financing are identified and pursued in sectors and markets of interest to Canada.

The Office also will serve as the centre of information and services for Canadians in the public and private sector who are actively engaged in pursuing opportunities with these financial institutions and will be the point of contact for Canadian posts abroad seeking information on projects financed by these banks.

Through regular contact with bank officials and the analysis of bank documents, the Office will collect information on the procurement and co-financing opportunities, assess it in terms of sectors and markets of interest to Canada, and disseminate this pertinent information to interested parties.

It will establish and maintain a current database containing relevant data on all projects that it has identified.

Based on a sound knowledge of the organization, procedures and activities of the banks, the Office will counsel Canadian companies in the development of specific marketing strategies and provide advice during various phases of the procurement cycle.

It will also monitor the procurement activities of other major donor countries and recommend measures to improve Canada's record of success.

The Office will participate in seminars with the business community and public sector officials to publicize the banks' activities and advise on their structure, operations and bidding procedures.

It will also advise the IFIs on various instruments available from Canada, including the use of EDC financing and insurance services, the programs of the Canadian International Development Agency, and the Canadian Commercial Corporation's facility for government-to-government contracting.