

- be registered in the Department's World Information Network (WIN Exports), or Industry Canada's Business Opportunities Sourcing System (BOSS) (registration information for these data bases is available at the International Trade Centres);
- clearly demonstrate the capability to undertake the project;
- be financially able to successfully complete the project;
- have an exportable product or service that meets Canadian content criteria of 50 per cent (trading houses/agents must take title to the product);
- have fulfilled reporting and repayment requirements on any and all previous Canadian government assistance.

A subcontractor bidding to a Canadian or foreign prime contractor on a foreign project may be eligible for PEMD assistance. However, the subcontractor's potential involvement in the project must be more than just the delivery of products or services in Canada to the prime contractor.

INELIGIBLE APPLICANTS

Ineligible applicants include non-profit organizations, publicly funded and owned institutions, crown corporations, crown-owned companies, their subsidiaries and affiliates. For the purposes of this criterion, crown or public ownership or control is defined as "more than 50 per cent."

PROJECT ELIGIBILITY

The bid value to the applicant must be greater than \$1 million.

As well, assistance cannot be provided when:

- more than one Canadian firm is competing for the same contract, or the same portion of the contract;
- the bid or proposal is for the supply of "off-the-shelf" products to traditional purchasers;
- funding is being requested or received by the applicant for costs related to the preparation of the bid or proposal from other government sources.

ASSESSMENT

Assessment of an application takes into consideration, inter alia:

- whether the bid is substantially larger and involves more risk than one that the firm would or could normally undertake;
- incrementality of the project and the capability of the applicant to successfully compete for and undertake the project;
- whether the bid has a reasonable probability of success;
- the evaluation of each member firm's individual application against program eligibility criteria for cases involving ad hoc consortia.