

with the World Bank representative, from whom he learns that the country might be developing a Second Basic Education Project in the coming years.

4.6.4 Solution/Lessons Learned

On October 16, 1999, the Embassy representative in Costa Rica sees in a Nicaraguan newspaper the Specific Procurement Notice for the supply of Textbooks and Instructional Materials, and faxes it directly to TEXTOPLUS with a note indicating that the fee to buy the bidding documents is US\$ 100 (payable to DFAIT in Ottawa). He also specifies that bids must be submitted on or before 9:00am (local time) on November 30th.

While awaiting the documents TEXTOPLUS makes sure the team is prepared to complete the bid, including all the details related to it such as the bid security. The President ensures that the bid fully complies with all the requirements and the proposal is presented in a well organised and structured document. The package is sent by courier to the agent in Mexico, who then hand delivers the bid on November 29th to the Project Implementation Unit.

By the end of January 2000, TEXTOPLUS is informed that it is the successful bidder. The company prepares for contract negotiations with the executing agency. Meanwhile TEXTOPLUS notifies ITC-Montreal and the other players involved. The company is most thankful of the work, co-operation and professionalism (advice to raise the level of preparedness and to save on time) demonstrated by members of the network.

The company decides to keep an eye on the development of a second Basic Education Project in Nicaragua since contacts have already been established and the experience successful.

The initiative of ITC-Montreal to quickly set up a network of key players proved to be an excellent decision to assist TEXTOPLUS.

Companies not familiar with IFI commercial practices, especially the ones with limited resources, are the first to benefit from a proactive network of trade, IFI and country experts.