

# IBOC Company Checks

*– Helping you locate Canadian companies*

by Sheila Johnson

Who can help you find the information you need in all of the cases mentioned on page 9? IBOC – the International Business Opportunities Centre.

IBOC offers the following core services:

1. company checks
2. trade leads
3. tenders
4. partnering

Besides helping you identify Canadian companies interested in pursuing business opportunities in your market, IBOC can assist you by providing contact information on specific Canadian companies. Send us all the details you have about the request and we'll do the research.

IBOC officers are experts at searching databases, the Internet and business directories, and use their network contacts to locate the information your client is seeking. The research results that you receive will include the company contact, the street address/postal address, the phone and fax numbers, a company profile, and if available,

the company's e-mail and Web site addresses.

Sometimes the search will reveal that the company has gone out of business, has merged with another company or has been bought out by a competitor. The results of the research will be provided to you in a timely and efficient manner. If the company cannot be located, you will be advised of this too.

Watch for the next issue of TCS International for information on specialized company searches, which include credit and financial background checks.

## How to contact IBOC

The easiest way to forward a request is through the electronic Sourcing Request Form, which can be accessed via WIN Exports 4 or via the Signet CD applications.

To use the form via the WIN Exports 4 program, click on IBOC on the main menu. From there, click on the IBOC Sourcing Request. This brings you to the main screen of the program. On this screen, click on the File menu

*This is the first in a series of articles describing how IBOC helps posts.*

item, and then on New Form. Fill in the necessary fields, then click on the Send to IBOC icon.

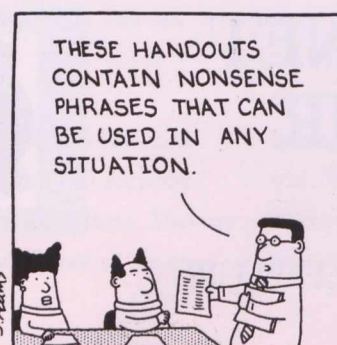
To use the form via the Signet CD applications, go to the Trade Apps suite. Double click on the Sourcing Request item. This brings you to the main screen of the program. On this screen, click on the File menu item, and then on New Form. Fill in the necessary fields, then click on the Send to IBOC icon. The form is available in French or English, (under the menu item Options) with access to on-line assistance (under the menu item Help).

If you do not have access to these programs, send us your request by e-mail (EXTOTT-IBOC) or fax (613-996-2635) to IBOC. Together, we make the right connections!

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