

## eBid provides secure electronic bidding for NATO defence supply contracts

A sophisticated, secure electronic bidding system known as eBid was recently unveiled to NATO defence suppliers on NAMSAs new Web site ([www.natolog.com](http://www.natolog.com)). A powerful platform enabling qualified vendors worldwide to bid for supply contracts, the eBid system employs 128-bit encryption technology, thus ensuring that bid information is not disclosed to third parties.

The eBid Web site allows qualified vendors to screen NAMSAs requests for proposals (RFPs) 24 hours a day, seven days a week, using criteria such as NATO stock numbers (NSNs), part numbers, dates, CAGE codes and key words. Bids for selected items can be placed using a secure on-line form indicating the delivery date, part number, price, currency (of any NATO member nation) and including a free

text message. Thanks to eBid, supply opportunities relating to 38 different weapons systems supported by NAMSAs are now published on the Internet.

Interested suppliers should consult the NAMSAs Web site for general information or for details on procurement activities. For access to eBid, visit [www.natolog.com](http://www.natolog.com) to register. Once applications have been vetted by NAMSAs, suppliers will receive a log-in ID and a password.

For more information, contact Michel Saudrais, Deputy Director, Acquisitions, and Competition Lawyer, tel.: (011-35-2) 3063-6568, fax: (011-35-2) 3063-4566, e-mail: [msaudrais@namsa.nato.int](mailto:msaudrais@namsa.nato.int)

A market study on NAMSAs is available on the Trade Commissioner Service Web site at [www.infoexport.gc.ca](http://www.infoexport.gc.ca) ✪

## The 2001 Canadian Foreign Service Officer Awards

As a Canadian exporter, if you have recently received excellent service or advice from a Canadian foreign service officer working in Canada or in one of our missions abroad, such as a consular or immigration officer or a trade commissioner or a political analyst, we would like to hear about it.

The Canadian Foreign Service Officer Awards were instituted in 1990 by the Professional Association of Foreign Service Officers (PAFSO) to recognize and encourage excellence in the Canadian Foreign Service. The Awards are based on an open nomination process. We particularly welcome nominations from members of the Canadian business community who have worked closely with the Foreign Service.

The nominations will be considered by an independent panel, and each nominee will be judged on the basis of the following criteria: initiative and creativity; dedication to serving Canada and Canadians; empathy for the cultures in which he or she has worked; and ability to inspire colleagues and professional contacts. Along with your nomination indicating why your nominee should receive an award, provide any supporting testimony or include the names, addresses, phone and fax numbers of individuals who could be contacted.

The deadline for receipt of nominations for the 2001 Awards is April 30, 2001. All nominations should be faxed to: The Professional Association of Foreign Service Officers (613) 241-5911. The Awards, along with a cash prize, will be presented at the Annual PAFSO Awards Dinner at the National Arts Centre, in Ottawa, on June 7, 2001.

For more information, contact the PAFSO office, tel.: (613) 241-1391 or consult the PAFSO Web site: [www.pafso-apase.com](http://www.pafso-apase.com) ✪

## Canadian Business Club in Morocco

In Morocco, the Canadian Business Club (Club d'Affaires Canadien) brings together representatives of Canadian firms, as well as the Canadian Chamber of Commerce in Morocco, the new Moroccan-Canadian Business Network in Quebec and the Banque Centrale Populaire. The objective is to create synergies between Canadian businesspeople and help new Canadian exporters interested in the Moroccan market, as well as to facilitate information exchange.

Discussions at the Club's February 7 meeting in Rabat focused on strategies for promoting bilateral economic ties and partnerships between Moroccan and Canadian businesspeople, and a work plan involving various initiatives, including business missions to Canada.

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Leopold Battel (sixth from the right) with members of the Canadian Business Club in Rabat.