



3) Local contact information Checklist

2) Outcall Data Template

<p>Date of outcall:</p>	
<p>Company:</p>	
<p>Company official(s) interviewed:</p>	
<p>Trade commissioner:</p>	
<p>Outcall objectives:</p> <ul style="list-style-type: none"> ◆ Reason(s) for outcall ◆ Company's key interest 	
<p>Outcall summary:</p> <ol style="list-style-type: none"> 1. Do you think the company is interested in partnering? Why? 2. If so, is it a short, medium, or long-term possibility? Focus on the following points: <ul style="list-style-type: none"> ◆ What are the company's procurement/investment/research plans ◆ What are the company's strengths and areas of expertise? ◆ How can this company help our Canadian client implement its International Business Development strategy? 	