

LATEST ISSUE

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California / Canada

Strategic Partnering Advances Market

Did you know that California has a larger economy and population than Canada, or that the San Francisco Bay area is the fourth-largest market in the U.S.?

A strategic alliance with a Northern California firm might be the ideal way to gain access to this huge market, or to some of the nation's most advanced technology!

With this in mind, the Investment Division at the Canadian Consulate General, Los Angeles, in cooperation with the provinces of Quebec, Alberta and British Columbia, recently sponsored the latest in a series of business matchmakers in Pleasanton (just southeast of Oakland) and Sacramento.

The response by local firms was very encouraging, resulting in 19 expressions of serious interest in partnerships with Canadian firms. One of these might be the opportunity you've been waiting for!

Following is a summary of strategic partnering opportunities presented. For details on contact names and addresses, contact David McNamara, Canadian Consulate Trade Office, 50 Fremont, Suite 1825, San Francisco, CA 94105. Tel.: (415) 543-2550 ext. 22. Fax: (415) 512-7671.

COMPUTER SOFTWARE AND SYSTEMS

Century Analysis Incorporated

Privately held software company, formed in 1975, with expertise in

mainframe, UNIX and workstations. They produce software to solve the problems of multi-machine, multi-vendor and multi-standards environments, allowing the integration of disparate operating environments into a consolidated network. Interested in finding Canadian sales partners with experience in the healthcare, telecommunications, manufacturing or government markets.

CeBIT '94

*Supplement
(centre pullout)*

Enigma Logic

Twelve year old software developer with an off-the-shelf package for user-identification and access control to high security computer systems. Main customers are large, typical multinational, organizations, with multiple workstations, PCs or LANs. Interested in partnership with a systems integrator to develop add-on or related products, and/or to assist with sales and distribution in Canada.

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Energy, Environment

Israel, Palestine Mission to Canada

If your company is in the business of either environmental technologies or energy, you may want to attend the following events organized by the Commercial Section of the Canadian Embassy, Tel Aviv:

- The Embassy is assembling a large delegation of Israelis and Palestinians to visit the Globe 94 environmental conference and trade show in Vancouver (21-25 March 1994). The Embassy will take advantage of this key event and organize a seminar in Vancouver, to which interested Canadian companies will be invited to learn of opportunities in environ-

mental projects in Israel, as well as the West Bank and Gaza Strip.

- A visit to Canada of a joint group of Israeli-Palestinian energy officials will take place in early March 1994.

Israel Electric Corporation has announced plans for an \$8.7 billion 10-year development program, and there is much talk of energy cooperation between Israelis and Palestinians, and perhaps in the broader Middle East region as well.

Interested companies should contact Valérie Latraverse, Foreign Affairs and International Trade, Ottawa. Tel: (613) 944-6994. Fax: (613) 944-7431.

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