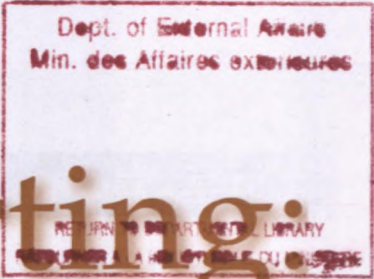


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Roadmap to Exporting:



GUIDE TO FEDERAL GOVERNMENT SERVICES

This Guide has been designed specifically for the potential, the prepared and the experienced exporters to assist them in connecting with export programs and services offered by the federal government TCI partners.*

One-Stop Information Source for Team Canada Inc Services:

1-888-811-1119
(09:00 - 17:00)

www.exportsource.gc.ca

The TCI services provide specific information on the following services:

General Export Information Services: accessible at your local Canada Business Service Centre which can be contacted via 1-888-811-1119 or www.exportsource.gc.ca.

Skills Development Services: include everything from half-day workshops on basic export skills (Going Global series) to intensive training which can lead to professional designation (FITT skills program).

Export Counselling Services:

- *Export Preparedness Assessment* - helps to determine how prepared your company is for export markets and to identify possible action items
- *Export Plan Development* - involves the provision of specific information, market intelligence and referral to export services providers
- *Export Plan Implementation* - includes the use of WIN Export database and International Business Opportunity Centre (IBOC)

Market Entry Services: are designed to assist companies which have researched and selected their target markets.

Export Financing Services: are available to help you develop market opportunities, secure working capital, finance foreign receivables, arrange for pre-delivery financing and insure your receivables.

*A full list of TCI partners is available at the end of this guide and web site addresses are provided for each.

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