

This information will also provide the base for determining what opportunities might have been available to Canadian bidders had they participated.

In this analysis we will start by identifying the value of purchases by product class for which Canadians did not enter a bid. The product classes will be as finely segmented as possible. In collecting the data in the previous step notes will be made on product specifications where it seems reasonable that such will be required. This may be severely limited by information availability.

2. The next step is to compare these purchases with Canadian capabilities. This must be a subjective comparison which may also be impaired by a lack of fine data. To make it more useful we will:

- o provide a complete list of product class purchases; and
- o use as a decision rule "is there sufficient evidence that a Canadian company has sufficient capability and, if it had the interest or the interest could have been elicited, it would have warranted that company's further investigation". While clumsy, we believe this captures the essence of the question.

To be effective, the consulting team must combine a broad knowledge of Canadian industry and be motivated to fill any gaps in their knowledge. As you will see later, our team has these qualities.